

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

and Essential Oil Review

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(SEE PAGE 9)

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AND AROMATIC CHEMICALS
FOR PERFUMERY

STAPLES AND NOVELTIES

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The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policy.

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BRIGHT PROSPECTS FOR THE YEAR

On other pages we print the views of competent observers regarding the business future of this country and all agree that January will see the turning point for greatly improved conditions, but they do not deal specifically with the industries in which our readers are interested. In many respects perfumers, toilet preparations manufacturers, soap makers, flavoring extract makers and allied industries are in exceptionally better positions than other business people. In all of our industries the watchword has been patriotism and conservatism. This fortunate condition puts our readers in the position of standing pat, with no slack to take up and no compulsory losses, or at least none of moment, to be suffered in the readjustment of business.

The perfumery industry in particular is in an especially good position to make marvellous progress. The semi-hygienic qualities of perfumes and soaps, as well as toilet preparations, have come to be better recognized than ever before through the effects of the war and most individuals of good habits now find the articles mentioned to be necessities entirely out of the luxury class. As pointed out in the "Luxury Bubble" article on page 317 the purchasing power of each inhabitant of the United States of perfumery and toilet goods was less than 75 cents for the fiscal year ended June 30, 1920. This ought to convince anyone of the great future in store for these products in this country, to say nothing of export possibilities.

Some manufacturers are subject just now to the same psychological condition of mind as the general public, holding back their orders for lower prices, but the outlook does not justify this course. Prices are not likely to go lower in the case of many supplies for one potent factor: Labor costs. There is no real pessimism on the horizon and prudent purchasers will do themselves benefit and aid in the readjustment by filing their orders early from an optimistic angle. There seems to be no doubt that the New Year will see a general healthy buying era under way and it is not too early for manufacturers to get into the swim of greater prosperity.

NO PANIC SIGN IN READJUSTMENT.

That post-war readjustment has thus far brought no indications of financial panic, that prices will continue downward and that merchandise stocks by January 1 next will be smaller than for many years were points set forth in the monthly report of the Chamber of Commerce of the United States as compiled by A. W. Douglas, chairman of the committee on statistics.

"We are over the top and on the down grade in most phases of industrial and commercial life," says the report, "although there still continue to be exceptions to this general statement. Demand in all lines is slackening. It is everywhere a case of most conservative buying rather than any great increase in supply. Talk of stabilizing prices so as to save the situation no longer interests anyone save a few hopeless theorists. The laws of supply and demand will in time regulate matters. The entire business world is steadily trending to that readjustment which we have talked about so long. We have been through it before several times and we will go through it again and successfully. This time it is robbed of its greatest terror, financial panic and ensuing disaster. And through it all the Federal Reserve Bank system will be a refuge. Theories of great and startling changes in the framework and organization of manufacturing life are dying out in view of the exigencies of the occasion as to how to maintain adequate production at reasonably remunerative prices."

WILL TRY TO AMEND INCOME TAX LAW.

Washington advices are to the effect that amendments to the income tax law in at least one important particular will be sought directly after Congress convenes. The section of the original act designed to protect business men from payment of taxes based on inventories taken before costs and prices began to fall expired January 1, 1920, because Congress thought business had already absorbed most of the post-war slump in prices.

This section provides:—"If it appears upon production of satisfactory evidence to the Commissioner of Internal Revenue any taxpayer has sustained a net loss, the amount of such net loss shall, under proper regulations, be deducted from the net income of the taxpayer for the preceding taxable year, and the taxes imposed for such preceding taxable year shall be redetermined accordingly."

If this clause were in the act for the current year it would save business interests from the payment of millions of dollars in income taxes, it is stated.

CANADA'S TRADE IMPORTANCE GROWS.

One of the notable results of the war has been greatly to increase the importance of Canada as an industrial country. In a study, "The Dominion of Canada," which has just been published by the Bankers' Trust Company of New York, it is stated that probably a third more persons are employed in Canadian manufactures than were so engaged before the war.

Some 2,000,000 people, or nearly 25 per cent of the entire population are said to be now dependent, directly or indirectly, upon the manufacturing industries. The value of manufactured products increased from \$1,666,000,000 in 1911 to \$3,451,000,000 in 1918, a 300 per cent rise. Later complete figures are not yet available. In the same period the value of agricultural products rose from \$663,000,000 a year to \$1,975,000,000.

HARDING ON BUSINESS FUTURE.

(From an article by the President-Elect in the Nation's Business for November.)

It is going to require the sober sense and cool-headed judgment of the whole American people to put us back on the high road of progress; and when we have accomplished that, we will be safe in putting behind the mechanism all the power and vitality of American energy and enterprise, and we may safely expect to go ahead to new and greater achievements.

We must get back to the methods of business, without the hampering restrictions and bullying methods that have been so extensively introduced. Instead of suspicion and hostility which in recent years have marked the relations between autocratic government and business, we must introduce a spirit of mutual interest, of understanding and of willingness to cooperate.

We have had more than enough of the curious theory that government and business are hostile to each other. They ought mutually to support and sustain each other. It is true, of course, that special favors to particular businesses are always to be avoided; but it is equally true that special antagonism to business must not be permitted. **We want a fair deal for everybody and every business, and we are going to have an end to the sort of "new freedom" under which some interests have been oppressed and overtaxed, while others have been permitted to enjoy the privileges of profiteering and privateering.**

INTERNATIONAL TRADE BOARD

The Board of Directors of the new International Chamber of Commerce has just ended a meeting in Paris. This country was represented by A. C. Bedford, vice-president of the chamber, Judge Walter Berry, president of the American Chamber of Commerce in Paris, and H. L. Sheets. Delegates also were present from Great Britain, France, Belgium and Italy. It was decided to hold the second convention of the Chamber in London next June.

The meeting approved plans for the expansion of the Chamber and expressed gratification at the sympathetic attitude of chambers of commerce of the nations belonging to the League of Nations. The next session of the board will be held in Paris on January 17.

TENTH OF PEOPLE IN THREE CITIES.

About one-tenth of the people of the United States live in the cities of New York, Chicago and Philadelphia, while more than one-quarter live in sixty-eight cities having a population of 100,000 or more, final statistics of the fourteenth census are expected to show.

The three cities with populations of 1,000,000 or more—New York, Chicago and Philadelphia—have a combined population of 10,146,014, showing an increase of 1,644,347, or about 19.5 per cent, in the ten years since 1910.

SPECIALTY MEN MET NOVEMBER 15.

The annual convention of the American Specialty Manufacturers' Convention, began in the Traymore Hotel, Atlantic City, on November 15 and ended with a meeting of the new board of directors on November 19. Able speakers from various parts of the country addressed the convention. The auxiliary soap section held its meeting on November 17.

\$750,000,000 LUXURY BUBBLE BURSTS.

In combating the persistent avalanche of misrepresentation lately circulated through the press regarding the expenditures of the American people for perfumes, toilet articles, etc., letter was sent to various important papers with a view to correcting the misstatements. The letter was published in the *New York World*, *Times* and numerous other journals. This is the *Herald's* treatment of it:

BEAUTY'S COST IS LOW**An Expert Clears American Women of a Charge of Extravagance**

To *The New York Herald*: A Washington despatch regarding the enormous sums spent by the American public in the last twelve months upon luxuries has gone the round of the newspapers, and whatever may be the facts regarding other luxuries the figures given for toilet preparations, perfumes and the like are grossly incorrect.

The figures given were the retail sale value of these articles, \$750,000,000. The fact is that the total tax collected on toilet preparations and medicinal preparations is about \$6,500,000 for the twelve months ended June 30, 1920. As the tax is one cent for each 25 cents retail value, the total retail value of the products sold in both of these groups, namely, toilet preparations and medicines, cannot exceed \$162,000,000.

According to the best information obtainable, medicinal preparations constitute at least one-half of the total sales and are probably somewhat more than this fraction, so that the total value of toilet preparations cannot exceed \$80,000,000. This figure, it should be remembered, includes about \$7,500,000 retail value of imported perfumes and toilet preparations, leaving a net of about \$72,000,000 for domestic products. In this figure talcum powder alone is about one-quarter.

The total sales therefore of perfumes and toilet preparations in this country during the twelve months specified, by far the largest in the history of the industry, is less than seventy-five cents a year for each inhabitant of this country. There is probably no other group of articles contributing so much to the health and æsthetic enjoyment of the common people that has been so little burden and of such relatively little importance from an economic point of view as the sweet smelling, beautifying and often very necessary products made by American manufacturers of toilet preparations.

Just one word regarding toilet soaps and powders. The total tax paid was \$1,900,000, indicating a retail sale value of about \$90,000,000 instead of \$400,000,000, as given in the despatch we protest against.

LOUIS SPENCER LEVY,

Editor THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW.

New York, October 22.

Meanwhile Secretary Baker, of the Manufacturing Perfumers' Association, took up the matter and sent the following remonstrance to the *World*, which was one of the papers that printed the misleading deductions:

Editor of *New York World*:—Your usually well-informed Washington correspondent has fallen into a serious error concerning the volume of the output of the industry engaged in manufacturing perfumery, cosmetics, toilet articles, etc., during the last fiscal year. In your issue of October 16 there appears a dispatch from your correspondent, in part as follows:

"Peachy complexions, ruby lips and fragrant personality cost the women of this country \$750,000,000 last year, according to luxury tax return figures. This enormous sum was expended for rouge, face powder, cosmetics and perfumery.

"The cost of cosmetics and perfumery was more than twice that of women's furs—in a year when the fur prices were the highest in history. The amount spent on furs was approximately \$300,000,000."

CONSIDER THE OYSTER.

Do you carry enthusiasm into your work? Let's hope so, for it holds the same relationship to your life that the explosion in the cylinder bears to the hill-climbing capabilities of your motor car. It is the extra power that keeps the flywheel spinning.

Without enthusiasm, we should all stagnate. It is the "Let's Go"—"Hip-hip-hurrah" spirit that moves the world to achievement.

When you tackle a job do you hit it with a wallop and a bang that carries you half way through before you realize you have started or do you just kind of let it surround and drift over you like a tidal wave in the hopes of some day being able to worry your way out of it?

Enthusiasm has overcome the "impossible" so often that it has put that word in bad repute. It puts interest and pleasure into work. It leaves drudgery a place only in the dictionary.

Consider the oyster. It has no enthusiasm—and as a consequence it is robbed of its pearls and served on the half-shell.

Enthusiasm is a state of mind.

Cultivate it, for it is worth while.—*Bottles.*

I am sure that you do not wish to disseminate false or misleading information of any kind and I am very confident that you would be unwilling to publish inaccurate commercial statistics of any kind, and I therefore request that you will correct your correspondent's misstatements in accordance with the facts as shown by official figures.

The preliminary report of the Commissioner of Internal Revenue, upon which your correspondent's dispatch is based, shows that during the fiscal year ended June 30, 1920, the tax collected on "perfumes, cosmetics and medicinal articles" amounted to \$6,428,610.36. This tax was levied on the basis of one cent for each 25 cents of retail value from which it appears that the total amount spent for the goods included in this category was but \$160,700,000. It will be noted, however, that the category includes all taxable medicinal preparations and, while the Internal Revenue Bureau's figures do not differentiate the collections on medicinal preparations from those on perfumery and toilet articles, nevertheless it is well known throughout the jobbing trade that the volume of the sales of medicinal preparations, which include more than 45,000 proprietary articles, is greatly in excess of the volume of perfumery and toilet articles.

Those familiar with this line of trade will recall the fact that when the present war revenue law was under consideration by the Ways and Means Committee, experts of the Treasury Department, after careful investigation, fixed the retail value of the output of perfumery and toilet articles at approximately \$50,000,000. Assuming that there has since been an increase of 50 per cent in the output of the industry, which is certainly an outside figure, it would appear that the retail value of the total production of perfumery and toilet articles during the fiscal year 1920 did not exceed \$75,000,000 or only one-tenth of the sum named by your correspondent.

Very respectfully yours,

THE MANUFACTURING PERFUMERS' ASSOCIATION,
C. M. BAKER, Secretary.

THE FLOWER SITUATION IN FRANCE.

We are printing in this issue further views regarding the perfume flower situation in France and they will be read with interest. In presenting opinions upon this subject THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW assumes no responsibility for the statements which are made, but simply acts as an open forum for the presentation of the various angles of the situation. Our pages are open to the views of others in the industry, who may give the same over their signatures.

FOREIGN TRADE KEEPS GROWING

Statistics of our foreign trade for the first eight months of 1920, just available, give the value of imports of all dutiable perfumery, cosmetics and toilet preparations as being \$4,431,095, as against \$2,833,900 in the corresponding period in 1919. The exports are given as follows: 1920, \$5,935,818; 1919, \$5,103,183. Lemon oil imports, 617,348 pounds, nearly doubled the previous quota.

Imports of castile soap were 1,888,683 pounds, being nearly a million pounds ahead of the previous period.

Talc imported in 1920 amounted to 29,696,797 pounds, more than twice the quantity admitted in 1919.

Glycerine imports jumped from 1,219,715 pounds in 1919 to 17,481,788 pounds in the 1920 period cited.

Exports of volatile and essential oils amounted to \$1,236,662, a gain of about \$290,000.

September exports of perfumeries from the port of New York were as follows: To Belgium, \$1,945; Denmark, \$4,056; France, \$1,300; Gibraltar, \$1,785; Malta, \$58; Netherlands, \$2,023; Norway, \$1,913; Portugal \$10; Spain, \$4,235; Sweden, \$7,630; England, \$50,608; Scotland, \$10; Bermuda, \$712; British Honduras, \$636; Costa Rica, \$1,060; Guatemala, \$1,643; Honduras, \$2,252; Nicaragua, \$7,069; Panama, \$6,269; Salvador, \$571; Mexico, \$1,932; Newfoundland, \$3,582; Bardados, \$2,278; Jamaica, \$3,562; Trinidad, \$2,576; Old British West Indies, \$920; Cuba, \$69,346; Danish West Indies, \$754; Dutch West Indies, \$112; Haiti, \$1,890; Santo Domingo, \$11,489; Argentina, \$37,327; Bolivia, \$883; Brazil, \$35,900; Chile, \$4,655; Colombia, \$8,336; Ecuador, \$2,664; British Guiana, \$1,537; Dutch Guiana, \$98; Paraguay, \$170; Peru, \$16,207; Uruguay, \$5,954; Venezuela, \$11,646; Aden, \$238; China, \$27,844; Korea, \$455; British India, \$14,615; Straits Settlements, \$690; British East Indies, \$698; Dutch East Indies, \$6,331; French East Indies, \$1,923; Hongkong, \$9,847; Japan, \$4,181; Turkish Asia, \$482; Australia, \$48,703; New Zealand, \$28,149; Other Oceania, \$65; Philippine Islands, \$54,592; British West Africa, \$1,667; British South Africa, \$9,246; British East Africa, \$457; Kamschatka, \$209; Morocco, \$214; Port Africa, \$199; Egypt, \$3,200; Poland, \$568; total, \$534,183, being a gain of about \$44,000 over August.

The month's toilet soap exports from New York were \$336,721, other soaps being \$298,149. Details for the entire country will be found in our SOAP SECTION.

EXCESSIVE OCTOBER FIRE LOSSES.

The losses by fire in the United States and Canada during the month of October, as compiled by the *Journal of Commerce*, reach the unusually large total of \$28,331,400, or more than double the figures of the same month last year, which were \$13,358,400. The commodity price declines have brought about new and rather dangerous situations in fire underwriting. They have developed an urgent demand for insurance contracts written upon the specific valuation basis under terms of which in the event of loss the underwriters would be compelled to pay the contract or stipulated price of the property destroyed, irrespective of its actual market value at the time of the fire, as provided in the standard fire policy. This form of insurance cover is being strongly opposed by many of the leading underwriters as against the public policy and in violation of the intent of the statute, and is looked upon as likely to develop further serious moral hazard if the practice becomes extensive.

CANCELLATION OF ORDERS CONDEMNED

The National Association of Credit Men has issued a statement adopted by its Credit Cooperation and Credit Methods Executive Committee calling attention "to the unfairness of compelling the seller to carry all of the loss at a time when the value of commodities is shrinking as a result of deflation." It says in part:

"At this period when business is marking time competition may lead to the selling of terms rather than to the selling of commodities. Such a drift will be exceedingly unfortunate in the opinion of the committee, and it is strongly urged that competition should be confined to goods and prices and never to terms. Terms should be brief, datings should be reasonable, and the cash discount allowed for a short period and in a sum conforming with the nation's banking powers. The committee regards as very desirable the bringing about by understanding and agreement of a close uniformity in datings and cash discount terms.

"An emphatic attitude on these abuses must be taken by credit grantors. Buyers of commodities must be made to understand that where terms and not commodities are bought, and where cash discounts are improperly taken, that the costs eventually fall on them, and that it were more economic in the long run to buy commodities and observe sales terms, especially cash discount terms."

ELECTION OF OFFICERS BY A. P. H. A.

As a result of the mail ballot by the members of the American Pharmaceutical Association, the Board of Censors announces the election of the following officers, who will be installed at the annual meeting at New Orleans in September, 1921: President, Samuel L. Hilton, Washington, D. C.; first vice-president, Charles E. Caspari, St. Louis, Mo.; second vice-president, David F. Jones, Watertown, S. D.; third vice-president, Hugo H. Schaefer, New York, N. Y.; members of the council, Henry M. Whelpley, St. Louis, Mo.; George M. Beringer, Camden, N. J., and John G. Godding, Boston, Mass.

On a referendum ballot the proposal to raise the dues to \$7.50 per annum and to continue the association's journal and year book was carried.

MORE HONORS FOR A. C. BEDFORD.

A. C. Bedford, Chairman of the Board of Directors of the Standard Oil Company of New Jersey, has been made Chairman of the Executive Committee of the Chamber of Commerce of the United States. Mr. Bedford succeeds Frederick J. Koster, of San Francisco, who resigned to return from New York to the West to devote his entire time to his business.

Mr. Bedford has been in Paris recently attending the first meeting of the Board of Directors of the International Chamber of Commerce. He is vice president of the International Chamber for the United States.

CORRECTION IN M. P. A. COMMITTEES.

In the list of standing committees of the Manufacturing Perfumers' Association, published on page 280 of our October issue the Finance Committee should read:

FINANCE COMMITTEE

D. H. McConnell (Calif. Perfume Co., New York).
Northam Warren (Northam Warren Corp., New York).
C. M. Baker (Pond's Extract Co., New York).

MERCHANTS' ASSOCIATION YEAR BOOK.

The 1920 Year Book of the New York Merchants' Association, which has just been received, gives an outline of what has been accomplished by this useful and energetic body in promoting the trade and welfare of the metropolis. The objects of the association are commendable and merchants not now members would do well to get interested. Among the 6,363 members are the following:

Perfumes and Toilet Preparations.—Harriet Hubbard Ayer, Inc., Charles Baez, A. Bourjois & Co., Colgate & Co., Daggett & Ramsdell, F. T. Hopkins & Son, Richard Hudnut, Lanman & Kemp, Lehn & Fink, B. E. Levy, Maurice Levy, Louis K. Liggett Co., McKesson & Robbins, Solon Palmer, Parfumerie Ed. Pinaud, Parke, Davis & Co., Sydney Ross Co., Charles C. Sargent, Schieffelin & Co., Julius Schmid, Inc., Talcum Puff Co., Whitall-Tatum Co., A. A. Vantine & Co., V. Vivaudou, Inc., Frank M. Prindle & Co., M. Stein Cosmetic Co., Northam Warren Corporation, J. R. Watkins Co., Inc.

Soap.—B. T. Babbitt, Inc., Walter Janvier, Inc., Packer Mfg. Co., Procter & Gamble Distributing Co., John T. Stanley, Kirkman & Son, Bon Ami Co., Inc.

Soap Materials.—Welch, Holme & Clark Co., Marx & Rawolle, Philippine Vegetable Oil Co., P. C. Tomson & Co., J. C. Francesconi & Co., Sloan & Russell, Inc., Spencer Kellogg & Sons, Inc., E. N. Hall, Eastern Potash Co., George E. Sherman Co.

Essential Oils.—W. J. Bush & Co., Inc., Dodge & Olcott Co., Elson & Brewer, Fritzsche Brothers, August Giese & Son, Heine & Co., George Lueders & Co., Morana, Incorporated, National Aniline & Chemical Co., Magnus, Mabee & Raynard, Inc., Pfaltz & Bauer, Rockhill & Vietor, Inc., Ungerer & Co.

Talc.—Binney & Smith Co., Katzenbach & Bullock.

Vanilla Beans.—Thurston & Braidich.

Adhesives.—Arabol Manufacturing Co.

Cans and Tubes.—American Can Co., White Metal Manufacturing Co.

Drugs and Chemicals.—Chemical Company of America, H. J. Baker & Bro., Hooker Electrochemical Co., Innis, Speiden & Co., National Aniline & Chemical Co., Pacific Coast Borax Co., Roessler & Hasslacher Chemical Co., H. R. Lathrop & Co., Inc., Monsanto Chemical Works, Frederick Boehm, Ltd., E. Fougera & Co., Charles F. Garriques Co.

Bottles.—Whitall-Tatum Co.

Alcohol.—U. S. Industrial Alcohol Co.

Flavoring Extracts.—E. R. Durkee & Co.

Bakers' and Confectioners' Supplies.—Wood & Selick, Inc., Charles J. Stevenot & Co., Inc., Magnus, Mabee & Raynard.

Disinfectants.—West Disinfectant Co.

NATIONAL WHOLESALE DRUGGISTS.

The National Wholesale Druggists Association convention held in Cincinnati last month is reported to have been the best in the history of the organization, the registration having been 500, the largest ever known. Elimination of the excess profits tax and the tax on sales of proprietary medicines and a modification of the restrictions on the manufacture and sale of preparations containing alcohol were urged in the report of the legislative committee.

The following officers were elected for the ensuing year: President, L. D. Sale, Los Angeles; first vice-president,

OUR ADVERTISERS**ILLINOIS GLASS COMPANY**

Bottlers' supplies, reshipping boxes, corrugated paper products, corks, caps, labels, machinery for bottlers.

402 WEST RANDOLPH STREET
CHICAGO, ILL.

THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW,
14 Cliff street, New York.

Gentlemen: I can't resist the temptation, at this time of renewing our contract with you for the next fifteen months, of telling you how much we enjoy your publication, and of what splendid results we get from our advertising in it.

We find that it is a periodical that stands exceptionally well with the trade and that announcements and advertisements appearing in it are read with interest and are unusually productive of results.

Wishing you continued success, I am, yours cordially,
L. M. ALBRIGHT, Advertising Manager,

Alfred Vogeler, Cincinnati, Ohio; second vice-president, John W. Durr, Montgomery, Ala.; third vice-president, Frank Junkerman, Cedar Rapids, Iowa; fourth vice-president, H. L. Waterbury, Troy, N. Y.; fifth vice-president, H. S. Weller, Omaha; secretary, Frank E. Holliday, New York, N. Y.; and assistant secretary, C. H. Waterbury, New York. Board of control, for three years, W. J. Mooney, Indianapolis, Ind.; L. M. Smith, St. Joseph, Mo.; H. H. Robinson, Baltimore, and C. F. Michaels, San Francisco.

RETAIL DRUGGISTS NAME OFFICERS

The twenty-second annual meeting of the National Association of Retail Druggists, held recently in St. Louis, was very successful. The entertainment was varied and ample and the drug show embraced numerous exhibitors. Resolutions were adopted to have whiskey standards restored to the U. S. P. These officers were elected for 1920-21: President, John J. Posschl, Milwaukee; vice-presidents in the order named: Elmer E. Chilson, Rochester; Alf. W. Pauley, St. Louis; W. Bruce Phillip, Oakland, Cal.; secretary, Samuel C. Henry; treasurer, Wm. A. Oren, Indianapolis; executive committee: Three years—James F. Finneran, Boston; John H. Webster, Detroit; two years—Chas. F. Harding, Cincinnati; Julius Riemenschneider, Chicago; one year—Chas. H. Huhn, Minneapolis; Walter H. Cousins, Dallas.

NEW HOME FOR RESEARCH COUNCIL.

A site for the new building in Washington which is to serve as a home for the National Academy of Sciences and the National Research Council has recently been obtained. It comprises the entire block bounded by B and C Streets and Twenty-first and Twenty-second Streets, Northwest, and faces the Lincoln Memorial in Potomac Park. The Academy and Council have been enabled to secure this admirable site, costing about \$200,000, through the generosity of various friends. Funds for the erection of the building have been provided by the Carnegie Corporation of New York.

WASHINGTON NEWS ON ALCOHOL, TARIFF AND CONGRESS

WASHINGTON, D. C., Nov. 16.—Very soon after this issue of THE AMERICAN PERFUMER is in the hands of the reader the third session of the Sixty-sixth Congress will convene. The session will begin December 6. While the coming session is what is known as the short session, adjourning as it must, according to law, not later than midnight, March 3, 1921, it is of peculiar interest to manufacturers of all commodities.

Readers of THE AMERICAN PERFUMER, along with manufacturers of every commodity, will be especially interested in the session in view of the fact that there is no question but what the matter of a revision of the tax and tariff will be discussed. Owing to the fact that Congress must pass fourteen appropriations before March 4, there is very little likelihood that any legislation actually will be passed before March 4, but that is not to say that the various committees may not start hearings so that the new Congress coming in on March 4 will have data handy and ready for action.

In view of the great amount of work which is confronting Congress newspaper men who are supposed to be in close touch with the political parties are stating that Congress will be in session almost continuously for the first two years of the Harding Administration, while others are going so far as to predict that it may be here for four years.

President-elect Harding, even before his election, made the definite statement, that he would call an extra session of Congress very soon after March 4, and he will be urged, it is said here, to call this extra session not later than March 15.

UNITED STATES MAY RETURN GERMAN PROPERTY

The act of the British Government in renouncing the right of confiscation of German property has given rise to some discussion here as to the course the United States will pursue as regards German property seized during the war. A large amount of such property was sold by the Alien Property Custodian. Some of the seized property is being returned under an amendment of the trading with the enemy act, it is stated.

American women married to Germans, and nationals of regions liberated by the war, such as Alsace-Lorraine, Schleswig-Holstein, Czecho-Slovakia, Poland, Jugo-Slavia, "Italia Irredenta," and other regions are among the beneficiaries of this policy.

The disposal of German assets in the United States is a matter for Congress to deal with. While Germany has admitted liability in the Lusitania and other cases, settlement of the claims has not been made. It is suggested at the State Department that enough German assets should be retained at least to offset American claims against Germany, but there appears to be a sentiment, in certain Congressional circles for example, in favor of not only exacting no indemnity from Germany, but even returning German property and wiping the slate clean. The suggestion has even been heard that America should reimburse Germany for the shipping seized in American ports during the war.

RULING ABOUT SPECIALLY DENATURED ALCOHOL

The Commissioner of Internal Revenue has issued the following relative to shipment to manufacturers of specially denatured alcohol:

"It appears that in many instances manufacturers using

specially denatured alcohol purchase such alcohol from bonded dealers who in turn purchase same from denaturers and have shipment made direct from the denaturing plant to the manufacturer. Usually in such cases the denaturer in his return on Form 1468-D reports the alcohol as shipped to the bonded dealer and likewise the manufacturer in his return on Form 1482 reports the alcohol as received from the bonded dealer, but the bonded dealer in his return on Form 1478 reports neither the receipt nor the shipment of the alcohol.

"This method of reporting such shipments causes confusion in auditing the returns and in tracing the alcohol. Accordingly, hereafter, denaturers making such shipments will enter on Form 1468-D the name of the manufacturer to whom the shipment is actually consigned, and manufacturers receiving same will enter on Form 1482 the name of the denaturer actually making shipment. Bonded dealers will not take up such alcohol in their returns on Form 1478. If it is desired the denaturer may show the shipment for the account of the bonded dealer by writing the words 'a/c of' and the name of the dealer immediately after the name of the manufacturer.

"When specially denatured alcohol is so shipped the permit of the manufacturer must be forwarded to the denaturer, and no denaturer will make shipment until such permit is in his possession."

SUGGESTION TO DENATURE ALCOHOL AT ITS SOURCE

Officials in the Bureau of Internal Revenue are making an effort to solve the problem of preventing the stealing of alcohol in the shipments from the distillery to the manufacturer. While officials of the Bureau say that no figures have been compiled showing the percentage of theft in this connection, a figure of 25 per cent has been mentioned as not being impossible high.

A novel idea has been suggested to the Bureau, it is understood, and while it has not been acted upon so far, it is said to be receiving serious consideration. The idea is to make the alcohol before shipment from the distillery unfit for beverage purposes. This would mean that if a patent medicine manufacturer desired to procure a hundred barrels of alcohol from the distillery instead of the pure alcohol being sent, it would be treated with some kind of an ingredient which would make it unfit for beverage purposes. This, it has been pointed out to the officials of the Bureau, would very materially reduce the thefts in transit. It is understood that many of the medical firms which would be vitally interested in such a proposal are favorable to the plan and that they are willing to co-operate with the Bureau if it can be worked out satisfactorily with the Government.

MAY TRY TO LIMIT PLACES FOR SALE OF EXTRACTS, ETC.

Officials of the Bureau of Internal Revenue have under consideration, it is said, the advisability of issuing a regulation limiting the places at which various commodities containing alcohol can be sold. By this is meant for instance, that grocery and delicatessen stores only will be allowed to sell extracts, drug stores medicinal preparations, and department stores and drug stores perfumes. This would mean the cutting off of the sale of so-called medicinal preparations from fruit-soda fountain stores as well as the stopping of the sale of medicinal preparations from the country cross road store, the grocery and like establishments.

There is some question, it is said, as to whether or not the Bureau has the legal right, under the act, to issue such a regulation. However, there is nothing to prevent the issuance of such an order and if it is distasteful to any certain group of people, as assuredly it must be, the remedy will be to fight the regulation in the courts. The officials of the Bureau have been advised by the legal authorities,

it is said, that there is nothing illegal in the issuance of such an order. The Bureau feels, it is understood, that by limiting the sale of alcoholic preparations to certain groups of stores that they will be better able to guard against violations of the Volstead Act.

TARIFF INFORMATION READY FOR CONGRESS

The Tariff Commission has prepared a summary for the Ways and Means Committee of the House, which is a recapitulation of available tariff information and was prepared in anticipation of a general revision of the tariff.

The summary takes up the tariff acts of 1909 and 1913, quoting the various sections in parallel columns and giving detailed information on each subject contained in the tariff, such as where it is found, what it is manufactured into and the purposes for which it is used. Space has been left in the book in a third parallel column for the proposed revision of the tariff act in 1921. The book has been gotten up exclusively apparently for the use of the committee in its tariff work and is not for general distribution.

INTERNAL REVENUE TAXES ON PERFUMERY, COSMETICS, ETC.

Figures which have just been made public by the Bureau of Internal Revenue, show that in September of this year there was \$498,521.03 collected as a tax on perfumes, cosmetics, and medicinal articles, as compared with \$491,255.28 collected in September of last year. The increase in the collection in September of this year over September of last year is \$7,265.75.

The total amount collected by the Bureau on these articles from July 1 to September 30 of this year was \$1,457,080.24 as compared with \$1,485,256.19 for the same period of last year. This shows a decrease in the collections for that period of this year as compared with last year of \$28,175.95.

NEW REVENUE RULING ON VALUATION OF INVENTORIES

Readers of THE AMERICAN PERFUMER will be interested in the decision which has just been handed down by the Committee on Appeals and Review of the Bureau of Internal Revenue, relative to the valuation of inventories. The decision says in part:

"Under the tax laws prior to the Revenue Act of 1918 no specific reference was made to inventories but under the regulations inventories were required to be taken at cost for every year until the promulgation of Treasury Decision 2609, issued December 19, 1917, which authorized a change from cost to cost or market whichever was lower. It is not believed that many taxpayers took advantage of this option in making their 1917 returns, partly because market was about cost in many lines and partly because knowledge of this authorization did not reach the public generally in time to take advantage of it had they so desired. The Act of 1918 specifically granted authority to provide for the taking of inventories on any basis consistent with sound commercial practices and which would reflect the true income and the regulations of 1918 authorized a change from cost to cost or market whichever was lower. Again, however, in many lines of industry market was above cost and inventories were consequently priced at cost.

"The Committee has given careful consideration to the question and has reached the conclusion that since in so many instances the taxpayer has had no real election, but has been forced to take his inventory on either basis at cost, since cost was lower than market, the taxpayer who for this reason has prior to this year had no real election, but who now desires to change to the basis of cost or market whichever is lower, should be permitted to do so.

"The Committee, therefore, recommends that Memorandum No. 38 be modified to the extent that where it can be shown that market at the close of 1918 and 1919 was above cost the taxpayer may now elect to take his inventory upon a cost or market basis, whichever is lower, provided that such practice is consistently adhered to in the future, but that the memorandum in question stand so far as it applies to those cases where there was an opportunity to take inventories at a figure lower than cost because market was lower than cost at the close of 1918 or 1919, and consequently there was a real election

to continue upon a cost basis. (Ruling 13-20-804, modified.)"

ADVICE TO BUYERS OF ALCOHOL.

BY H. W. EDDY, ST. LOUIS

WHO HAULS YOUR ALCOHOL?—Has your expressman a Government permit to transport alcohol? Any alcohol which you may have transported from the freight depot or from any other source to your establishment is subject to confiscation by the United States Government, and the truck owner is subject to heavy fines under the Prohibition laws, unless the truck owner has qualified with the United States Government by securing a Government permit, entitling him to the privilege of transporting alcohol.

Insist that any truck owner who transports alcohol for you be possessed of such a permit, and if he has no permit, then tell him to immediately secure same.

ALCOHOL BROKEN IN TRANSIT.—Should any alcohol be broken in transit, you should immediately advise your Prohibition Director in the form of a sworn statement, setting out the kind and quantity of alcohol lost by breakage, and advise him of whom purchased, how shipped you, and whom you will hold responsible for the breakage. Then, in your monthly report, on Form 1421, take credit for the quantity so lost.

You should keep the broken or damaged containers as evidence to support your claim against the transportation company and as further evidence to support your report to the Prohibition Director. You should also make formal claim against the transportation company for reimbursement on account of the loss.

LOSS BY BREAKAGE.—Should any alcohol be lost by breakage in your store you should proceed in the same manner as outlined above in reference to reporting alcohol "broken in transit."

Keep the broken containers until after the inspector or the Prohibition Director's office has made investigation.

ALCOHOL LOST OR STOLEN IN TRANSIT.—Should any alcohol shipped to you be stolen in transit, you should notify your Prohibition Director in the form of a sworn statement, setting out fully the circumstances, and immediately make application to your Prohibition Director on Form 1410 for a new supply of alcohol. You should also make formal claim against the transportation company for reimbursement on account of the loss.

ALCOHOL STOLEN FROM YOUR PLACE OF BUSINESS.—Should any alcohol be stolen from your place of business, you should immediately notify your Prohibition Director, in the form of a sworn statement, fully setting out the circumstances. Also immediate notice should be sent to the Police Department and immediate notice should also be sent to the company carrying your burglary insurance.

LISTS OF IMPORTERS IN NORWAY.

Lists of the principal importers in Norway have been prepared by the Commercial Intelligence Section of the Bureau of Foreign and Domestic Commerce. These lists show not only the nature and character of the business, but are starred to indicate the relative importance and size of each firm in its community. These lists may be obtained from the Bureau or its district and co-operative offices by referring to the file numbers:

Importers of Chemicals, Dyes and Extracts in Norway, EUR-9004; Importers of Oils in Norway, EUR-9024; Importers and Manufacturers of Soap in Norway, EUR-9027; Importers of Drugs and Druggists' Supplies in Norway, EUR-9037.

Gets Results from Perfumer's Want Advs.

(From Edward T. Reiser Company, Inc., Importers of Essential Oils and Synthetics, 135 Grand Street, New York.)

Permit us to thank you for the display given our "ad" in your paper for salesman. We have received a number of replies from which we are confident we can select such high grade men as we desire to fill the open positions.

BABSON PREDICTS BETTER BUSINESS IN 1921

Roger W. Babson, the noted statistician and expert, in his current commercial outlook, gives the following survey of business conditions, present and future, based upon thorough investigation and careful observation of the field:

"Turn in money rates.—The long pull downward in the money market has come. Even though this movement will not be precipitate, it is sure to develop. From now on the general movement, both for short and long term capital, will be toward lower rates. Commodity prices are being rapidly liquidated. Demand for credit will decrease. These facts are conclusive. Bankers should buy long term paper. On the other hand, borrowers should make commitments for short periods. Corporations will now constantly be solicited for permanent financing. Mercantile interests, wherever possible, should postpone borrowing. Those who can afford to wait will be in an enviable position.

"Money may continue firm this autumn, but next year will be a borrower's market. Within two or three years we shall see commercial paper on a 3 to 4 per cent basis. Again, we say, the money market is turning!"

"The Elections and Business.—First and foremost, you may now count upon reduced taxation which should eliminate business profits taxes almost entirely and ease in many other ways the present Federal burdens on manufacturers, merchants and investors. The people have conclusively shown that they want an administration friendly to business, and we surely now shall have it.

"Foreign Policy.—For sixty years the Republican party has been the business man's party. For the next four years we shall have a thoroughly Republican administration. This should help United States business interests, if only from a sentimental standpoint. The issues involved are not highly important. Either party that is in power must bear the responsibility of running the Government in the best way. The League of Nations has been the prime issue in the campaigns, but most Republican leaders are in favor of some League of Nations which will settle international disputes without war. *Now that the elections are over, opposition to a League of Nations will decrease. We predict that in the near future an effective arrangement will be made whereby we shall join the League under certain conditions.* Our foreign policy during the next few years is tremendously important. The United States must lend large sums to European and other countries in order to sell goods abroad. However, it may work out in the long swing, the foreign policy planned by the new administration will, for the time being, give investors greater confidence.

"Foreign Trade.—The tariff will be raised, but we do not look for the high tariff wall which has marked other Republican administrations. Europe already owes us \$13,000,000,000 or more. It can be repaid only in goods. United States manufacturers know that they cannot sell to foreign countries unless people here can buy foreign goods. Tariff increases, therefore, will not be made on a big scale and we should not expect any action on this question for six months or more. An important subject will be trade relations with Russia. The Republican Platform pledges its party to resume trade relations with all nations with which we are at peace. This would indicate that within a short while the barriers against trade with Soviet Russia may be lifted. Readers will at once see the importance of this,

both from the standpoint of foreign trade and also our social contact with the Russian Soviets.

"Labor Policy.—The Administration's labor policy may be a radical departure from present tendencies. The Republican Platform declares its party in favor of collective bargaining, but maintains the Government's right to reduce the number of strikes. The outcome of the labor situation, however, will depend upon the action of the Administration in specific cases, rather than on any avowed policy for or against labor. At this stage in the business cycle conditions are unfavorable to organized labor. Under these conditions the new administration may be able to hold down the lid on the labor element. Such a policy, however, will result in a reaction on the part of labor at some later time. Frankly, the labor policy of the new Administration is one about which we are much concerned. It is hard for the victor to divide the spoils with the vanquished, especially if the victor has but recently suffered injustice from the vanquished. On the other hand, we know that revenge is expensive.

"Business and Commodity Prices.—The outlook for general business during the next year or two is decidedly improved by the election. Business is in the midst of a process of liquidation. The drop in prices, however, should be less severe at this time than it would have been if the Democrats had won. Wholesale prices have rapidly shrunk. Retail prices must have proportionate declines. *As soon as this stage of the readjustment is completed, which may require only part of next year, we expect to see a temporary check in the fall of prices. Some rallies may even occur. The cost of living, however, next year should be 15 to 20 per cent less than at present, although this will not be due to the new Administration.*

"Money, Bonds and Stocks.—Monetary conditions are only indirectly affected by politics. Greater confidence among business men, of course, will help. The tide in interest rates has already turned. We look for less stringent money conditions, especially during the first half of next year. The Federal Reserve Board, which controls the banks, has kept pretty well out of politics. Its policy is steadfastly set toward deflation, and this course will be carried on under the new Administration. If so, bonds should continue to strengthen; but with the possible exception of rails and public utilities, the stock market has not yet reached its ultimate low!

"Summing up all the factors, two things stand out pre-eminent: (1) Business sentiment is far better because of the election. It will help to buoy up United States business during the trying months which are ahead. (2) The labor policy of the new Administration is the danger point. We urge all to make every effort that will tend toward a labor policy which can be maintained for the next fifteen to twenty years, rather than one that will be good only for the next two years."

\$2 a Day Not Too Much for The Perfumer.

(From Natural Flower Perfumery Co., 100 Fifth Ave., New York.)

If we would only have kept records of the results we have accomplished from your publication it would not be exaggerated if we would make a statement that your price for the subscription is not too much, even if you would charge that amount for each day, instead of by the year. Enclosed please find check.

SIX REASONS WHY 1921 BUSINESS IS GOING TO BE GOOD

A Survey of Conditions by B. C. Forbes, Noted Financial Expert, in Printers' Ink.

A great many business men cannot grasp the value of the broad, fundamental developments of today because of the troubles and discouragements they encounter hour by hour. Yet nothing could well be surer than that the stage is being set for the revival of brisk, active, healthy business in 1921.

Every basic trend is moving toward prosperity.

What has happened readjustmentwise need not here be recapitulated at length. Briefly: Prices in some instances, such as coffee, wool, copper, rubber, hides, are already back to pre-war levels; declines approaching or equalling 50 per cent. from the recent maximum points have been sustained by such staples as wheat and corn and oats, cotton and many cotton goods, silk and silk goods, sugar, meats, tea, furs; the cost of living has declined 20 per cent. from the peak; buyers, both consumers and merchants, have been on strike for months, causing widespread shutting down of cotton, woollen, knit goods, shoe, rubber, automobile, garment and other factories, with consequent unemployment or three- or four-day weeks; banks tightened their purse-strings, raised their interest rates, and thereby forced liquidation of goods as well as securities and caused commercial failures last month involving the heaviest liabilities for any month in five years; the optimism which ruled in business circles at the beginning of the year gave way to pessimism and, of late, the uneasiness, apprehension and unsettlement have been acute.

Yes, a very great number of corporations, firms and individuals have been sweating blood to such a degree that they have felt certain that everything was headed for demoralization, disaster and even panic. This attitude was and is natural, for admittedly conditions have been harassing and embarrassing to innumerable concerns.

And yet all that has occurred and is occurring constitutes a necessary, an inevitable, prelude to the inauguration of a period of genuine, stable, dependable prosperity. The war-bred boom carried us off our feet and off our heads, carried us off solid ground into the clouds. The more unrestrained the boom became, the more certain was it that the upshot would be a cataclysmic financial and business upheaval, unless drastic measures were taken to start the descent from the clouds to sound levels.

At the opening of 1920 we were moving toward disaster.

At the opening of 1921 we should be moving toward real prosperity.

Let us examine the chief fundamentals of the economic structure, with a view to gaining a clear understanding of whither we are tending.

FACTORS ON WHICH GOOD TIMES ARE DEPENDENT.

The six main factors which decree either good times or bad times are: Crops, capital and credit, labor (including immigration), transportation, foreign trade, politics.

Take crops. Our 1920 harvests have, by and large, been most bountiful. While it is true that both grain growers and cotton growers have been complaining bitterly over the fall in prices, nevertheless the income of our vast agricultural population, totaling upward of 40,000,000, will be sufficiently large to invest them with tremendous buying power, and it is universally known that our farming

peoples are not niggardly spenders when they have the wherewithal. "The backbone of the country," as agriculture is often called, is therefore sound as Gibraltar.

Capital and credit—or, rather, the lack of it—have caused many heartaches during the last six months. Extravagance was careering along so riotously that little new capital was being saved. The constant advance in prices was necessitating larger and larger supplies of money and credit to keep the three-ringed business circus going. It had become absolutely essential to apply the brakes if catastrophe was to be averted. Although it is true that credit has been expanded several billions even since the danger signals were raised, and although it is true that interest rates are still practically as high as they have ever been since the Civil War, the drastic slackening in business, the rigid curtailment of speculation, and the substantial decline in prices are certain to bring about easier monetary conditions after the turn of the year. Our financial leaders nearly all agree that the banking situation is now under control and that lower interest rates are definitely within sight. Moreover, extravagance has passed, and the economy now being practiced is resulting in the saving of large amounts of money which will become available to capitalists and other men of enterprise for the expansion of their activities. The monetary trend, therefore, is indisputably moving in the right direction.

The labor outlook has undergone transformation; this, chiefly because there are now more men than jobs. One large manufacturer tells me that his production has almost doubled without any considerable increase in workers. Although that is exceptional, the general testimony is that workmen are distinctly more productive today than they were before the recession set in.

This survey, brief though it is, should serve to show that all the main fundamentals warrant optimism concerning the future, once the readjustment processes now actively—and painfully—under way have run their course.

The turn should come before 1921 is very old.

The revival of activity could be hastened by the prompt lowering of prices by retailers probably more than by any other step. The existing deadlock in buying was admittedly brought about by excessively high prices. It can be broken only by abolishing these high prices and naming figures in harmony with the relatively low prices now prevailing for most raw materials, and commodities. Labor costs, too, are coming down by reason of increased efficiency; and it is also significant that in a number of industrial centers workers have requested that their wages be lowered in order to avert a shutdown.

The spirit of enterprise is coursing through the veins of American men of affairs as vigorously as at any previous time in our history. In fact, the war has raised us to a new status of leadership among the industrial nations of the earth, and both our financial Napoleons and our marshals of industry are eager to demonstrate that the American people are abundantly capable of filling their new and responsible rôle. This rôle can be filled only by carrying out, in an orderly way, all necessary readjustments, and guiding the nation into a new era of active, healthy, prosperous business.

GRASSE OF PRE-WAR TIMES AND GRASSE OF TODAY

By M. JEAN MERLE, of Bruno Court, Grasse, France

Upon my return from the army, in March, 1919, after five years of war, when I resumed my work in perfumery, I found an enormous change, among the workers as well as in the markets.

Considering first the personnel of the factories, I noticed the almost complete disappearance of those workers of other days—women workers—so picturesque in their local costumes, having feelings of duty and respect which made model workers of most of them and often very valuable helpers for the execution of special work, such as the manufacture of Pomades and their enfleurage. These women workers, having been working a long time in the factories which had first selected them were formerly employed there until their death, and were our guides to train new recruits.

Bruno Court still has a few workers who have been employed more than 25 and 30 years in its shops. But, unfortunately, most of them have disappeared, taking these working principles with them which we can but rarely have adopted by the newcomers. The latter have introduced in our factories that feeling of hatred for their superiors, which makes them a real danger to our industry. With them, the 8-hour day made its appearance; salaries had to be considerably increased; and the output, instead of being greater, is, on the contrary, far less than that of our old workers of other days, who were not as strictly supervised as their successors.

Then, considering the market situation, I noticed: with an enormous increased demand for flowers as well as for essences, the new difficulties which came up regarding purchases. In fact, as far as the flowers are concerned, prices were formidable compared to pre-war prices.

When investigating the basic cause of this surprising increase, I soon found out that no one else but one of our competitors was its chief instigator. In fact, this gentleman, who is both owner of large plantations and associated with one of our large firms, very cleverly manages his two businesses so as to derive from them as large profits as possible. Following these principles he would overlook the decisions taken at our growers' syndicate meetings and would favor an increase in the price of flowers by paying to his own suppliers a much higher price so as to dazzle them and attract new ones to supply his firm. This is the real reason for that illicit increase of which we are accused by perfumers throughout the world inasmuch as the rules of the growers' syndicate make the settling price for all flowers the equal of the highest bid received.

These facts, which are known to everybody, will be confirmed by most of our colleagues in Grasse.

At last, when studying the essence market, I noticed, first, the buying up of the country's essences by certain distillers who were also desirous of ruling at least a part of the market; and, second, the appearance of fraud, which forced our buyers to partly give up the older method of selection by odor only and to adopt chemical tests, capable of discovering the foreign products which are often mixed in the essences offered by some unscrupulous producers avoiding the acceptance in our stores of other products than those furnished naturally by the flowers, aromatic plants or other natural sources of perfumes.

From these various facts, which I have tried to bring to light as well as my knowledge in the matter would permit, I conclude that we can succeed in obtaining better results from the modern worker only by making him feel authority but lightly, so as to give him an exact idea of his part and duties in a factory.

As to the markets, only earnest and collective steps and restricted buying can improve conditions.

This is the task of our dear colleagues of Grasse, as well as that of all foreign perfumers who are desirous of re-establishing the commercial balance known by our ancestors.

ESSENTIAL OILS IN MADRAS.

In a paper read by A. K. Menon before a recent conference in Madras, attention was called to the fact that there is considerable scope in the Madras Presidency for the establishment of factories for the extraction of essential oils, as the raw materials there are very abundant. Already a start had been made along these lines in Mysore, where a factory equipped with a modern steam-distillation plant is producing oils of high grade quality under immediate supervision of an expert chemist. Indian oils, usually, suffer in quality considerably because of the primitive methods used in their extraction. Lemon-grass oil, as Mr. Menon pointed out, is one of the principal oils distilled on the West coast, but it fails in esteem on the European market because of its darkness. Blame for this lies in the primitive distillation methods used and the fact that the raw material is collected in a very haphazard fashion.

The Mysore government's achievements in the sandalwood oil industry is indicative of what can be done, under scientific conditions in cardamom, linaloe, gingergrass, palmarosa, cinnamon, and kindred oils, material for which flourishes in the immediate neighborhood in uncultivated condition. India's varied climatic conditions, according to altitude, presages wide possibilities for the cultivation of essential oil-bearing plants and it is significant of note that investigations are now under way, in this connection, on the hills of the Madras Presidency.

PERFUME MARKET IN EGYPT.

There is a good market in Egypt for American perfumes and toilet preparations according to information received by the Bureau of Foreign and Domestic Commerce. During the first six months of 1920 perfumery and cosmetics were imported into Egypt to a value of half a million dollars, the report says, of which over 65 per cent went from France and approximately 5 per cent from the United States. This represents a total increase of about 40 per cent over the corresponding period of 1919, and for the United States an increase of almost 400 per cent. It should be borne in mind, the report points out, that the higher prices prevailing and exchange have much to do with this increase in value.

The report states that toilet soaps were imported to a value of approximately \$300,000 during the first six months of 1920 as compared with \$100,000 for the same period of 1919. The principal source of supply is Great Britain, but the imports from the United States have advanced considerably, being only about \$4,000 in the first six months of 1919, increasing to \$15,000 worth in the corresponding period of 1920.

The report states that toilet articles usually are imported by indent commission merchants, as there are no wholesale houses dealing in these commodities, but present experience has proved that the best way to market such a product is to find some one in Egypt who will handle consignments.

VIEWS ON THE GRASSE FLOWER SITUATION

By M. FERNAND JAVAL, Senior Partner of Houbigant, Paris

It is quite natural that the prices of raw materials compared with those before the war should be increased in consequence of the increased price of harvesting, of hand work, freight, etc. Moreover, the demand is much greater, as the present production hardly meets the requirements of the consumers. The logical increase, which was foreseen, has been exceeded nevertheless under the conditions of which the following example will give an idea:

Orange flowers which serve to furnish to distillers the essence of neroli, were bought before the war by the distillers of Grasse from the cultivators at the rate of about seventy centimes per kilogram of flowers. By reason of the increases of various kinds, due to the general situation, the prices of flowers had increased to 5 francs in the year 1919. In the spring of 1920, the Syndicate Chamber of Distillers of Grasse decided to fix the price of flowers at the very high sum of 7 francs per kilogram, which represented ten times the price paid before the war, and was due largely to the increases which the producers had to meet. By reason of the scarcity of the flowers and the large demand, this price has now risen to 8 francs for the purchases made by distillers.

The heaviest had been finished three weeks, the essential oil of neroli was partly sold, and the flower growers were satisfied with the remunerative price which they had obtained for their flowers, when one of the most important houses of Grasse decided to make the cultivators who had not asked for anything, an allowance of 260 francs per kilo for all the orange flowers which they had bought from the harvest. As a result of this proceeding, all the other distillers of Grasse were obliged to pay an equal allowance on all the flowers which they had bought, or run the risk of seeing themselves deprived of flowers at future harvests. As a result, the price of the neroli essence underwent an advance of 2,500 francs per kilo. This course could only be explained on the part of the house that pursued, except by a desire to cause trouble to competing houses in Grasse controlling less capital than themselves. It was equal to a political proceeding intended to gain great popularity among the growers who also saw a rain of gold descending on them. They did not reflect that these proceedings are of a character to inflict the greatest wrong on the perfumery industry on which they depend and which would be compelled to cease buying their products if they raise the price to a prohibitive figure.

This instance in regard to the orange flowers will apply also to other flowers. The policy of the house concerned has been the same for the harvest of jasmine which follows that of the rose. The price that they paid to the growers is sufficient to pay for their farms in a year. Equally affected by similar proceedings with great injury to the whole perfumery industry, Houbigant has placed a complaint of illicit profiteering in the hands of the Prosecutor of the Republic. The general interest being at stake, the Syndicate Chamber of French Perfumers has joined their complaint to that of Houbigant so that it will be carried into the Civil Courts. It has entrusted the defense of its interest to Maître René Besnard, a famous lawyer and senator. Coty, on his behalf, has lodged a complaint which

is slightly different from the preceding, as they have the same purpose, and it is to be hoped that the result obtained will put an end to this practice from which all perfumers greatly suffer.

FEMININE FASHIONS IN PERFUME.

Perfume has come back. No longer can one prove oneself a woman of delicate breeding by turning up one's nose at perfumed persons, says the Indianapolis Star. For every one is using perfume nowadays. Women who never bought a dollar's worth before in their lives are now paying as much as \$100 for small crystal vials containing weird scents from Paris.

"The simple flower odors of a by-gone age are no longer in vogue, now that every one has a soul and complexes," according to the head of one of the great perfume houses. Violet and sweet lavender, lily of the valley and lilac, and all such obvious old-fashioned odors are not in demand at all any more, he declared. The obtruse personalities of today must be expressed in terms of baffling perfumes, and so when one buys scents today one calls for such intangible things as "Beyond the Horizon," "A Hundred and One Flowers," "The Dream of an Angel," "Reveries of Summer Nights" and "The Moment Comes."

"The old Puritan idea that used to obtain in this country that it wasn't quite nice to think of one's appearance or to use perfumes has been quite dispelled," the perfume authority continued. "And, as a matter of fact, rare and delightful perfume is as pleasing as a rare and beautiful flower, and its use is a sign of discriminating and refined taste. Perfume has been used by the intelligent and cultivated people of all times. A certain wise man bore precious perfumes when he journeyed in the wake of a star. The Greeks in their palmiest days spent such a large part of their incomes on perfumes that old Solon and Pericles had to issue edicts curtailing its use. And Julius Caesar had a fountain that sprayed perfume over the guests at his banquets. As for Queen Elizabeth!"

The man was growing instructive, and one refuses to be instructed, even about perfumes.

Japanese Patent for Perfume Material.

Miyasaka has taken out a patent in Japan for the preparation of an artificial perfume material from petroleum. The free acids existing in crude petroleum oil are extracted (they have hitherto been practically, if not entirely, a waste product), and treated with slacked lime or other alkali. The alkaline salts are then subject to dry distillation, the distillate is fractionated and the suitable fractions are nitrated in the usual manner. The resulting oil is then redistilled, when the oil so obtained is a powerful perfume. This is not surprising, since the distillation of calcium salts of the higher fatty acids yields highly aromatic bodies, and such compound as ethyl cenanthyate, or artificial oil of cognac, is entirely obtained by a destructive distillation process from the fatty acids of castor oil, which are closely related to the saturated higher fatty acids.

"A Place to Shop" for Business Women.

(Lilian Crawford Taylor, Specializing in Advertising Merchandise Bought by Women, 320 Central Park West, New York City.)

I took pleasure in recommending your publication this morning to Miss Viola Carpenter, who is the proprietress of the Vanitie Shop at 42 West 39th Street, and who manufactures a line of toilet preparations.

I suggested THE AMERICAN PERFUMER to her as a medium that would supply her with "a place to shop" for everything she needed.

Will you please arrange for her subscription?

PREPARATIONS FOR THE HAIR

By DR. F. A. MARSEK

(Continued from page 284, October, 1920.)

The composition of the various so-called hair restorers is as a rule very similar. Analyses of all of the better known preparations of this type reveal solutions of a lead salt, most of them containing sulphur.

These products generally are found to contain lead acetate in a proportion of from $\frac{1}{2}$ to 2 per cent. The most suitable variety of sulphur to be used is that of calcareous milk of sulphur. In this form it is less difficult to mix the sulphur with the water than if merely precipitated sulphur is used. However, if for some reason or the other the calcareous variety is not available the precipitated sulphur will give satisfactory results. In fact, most hair restorers contain this kind, and if the preparation stands for some time the sulphur will mix fairly well with the liquid medium of the preparation. It usually helps to a slight degree if, before combining the sulphur with the liquid, the same is triturated with a small amount of alcohol, then rubbed up with the glycerine and finally the aqueous solution of lead acetate is added. It is necessary to use glycerine in this preparation, the most suitable proportion being from 8 to 12 per cent.

In the packaging of hair restorers of this composition it is not only advisable but absolutely essential to use amber colored bottles. If this is neglected a precipitation of the lead salt will undoubtedly occur, which, of course, renders the product worthless.

One other preparation which may find consideration here forms a clear liquid and is based upon the contents of lead sulphite, which is produced by adding an excess of a saturated solution of sodium hyposulphite to a lead acetate solution. This preparation, which is equally as good as the one made with lead acetate and sulphur, has a somewhat better appearance, as no sediment shows in the bottle and it is more agreeable to use. However, this preparation is still more subject to precipitation than the other, unless extreme precautions are taken to avoid contact with light.

As indicated previously, as a rule, great satisfaction is not to be expected for the one who compounds and markets such products. One cannot overlook the fact that such preparations containing lead in one form or the other are never entirely safe for the user. Although lead poisoning is not very frequent as a result of using such hair restorers, the danger still exists that the consumer may suffer sometimes even very serious ill effects from the use of it. The fact that nevertheless most of the hair restorers on the market are prominently labeled or advertised as absolutely harmless does not reflect very favorably upon the manufacturers' reliability as far as the truthfulness of their advertising is concerned.

A final remark may be of service regarding another variety of hair restorers, viz., the so-called sage hair restorer, or sage tea, as it is sometimes called. It is a preparation which is supposed to be made simply by extracting sage with boiling water, to which extraction sometimes precipitated sulphur is added. However, in analyzing preparations marketed under this name I have found most of them to contain more or less lead salt. This is most likely due to the fact that it is realized generally that a hair restorer

made only from sage does not give very good results. It is lacking in strength as a rule, and in order to reinforce the preparation a small amount of lead acetate is added, thus rendering the preparation about as dangerous as the ordinary lead-containing hair restorer. The fact that the law does not permit the incorporation of lead salt in a product labeled sage tea or sage hair restorer, and especially not if the label proclaims the product harmless and lead free does not alter the fact that most of these preparations do contain lead, although some only in such small quantities that a precipitation of the salt for analytical purposes is rather difficult.

To repeat what has been said in a previous installment, although hair restorers are in fact nothing but gradually working hair dyes, the name hair dye is only applicable to such preparations as have an instantaneous effect.

The composition of such hair dyes varies generally to a much greater extent than that of hair restorers. We may classify hair dyes into two distinct groups; namely, those preparations intended for live hair and those which are compounded for the sole purpose of dyeing dead hair. No doubt the first group is the one which interests us to a far greater extent and, therefore, will be considered here.

In speaking of hair dyes for live hair, we again may distinguish two groups in accordance with their composition; namely, preparations which are made from vegetable substances and others which contain chemicals, mostly metallic, in one form or the other.

The latter, as a matter of fact, have to a greater or lesser extent, become old-fashioned. However, they are still very frequently used and, therefore, cannot be overlooked here. The most used of these preparations is sold in two bottles, the contents of which must be applied successively in order to produce the desired shade.

Bottle No. 1 contains a solution of pyrogallol acid in diluted alcohol. The pyrogallol acid may be replaced by sodium sulphide, but the pyrogallol acid is by all means preferable. The content of bottle No. 2 is a solution of silver nitrate in water, with an addition of ammonia solution. In some cases a little copper sulphate is added. The reason for this last mentioned addition is that all hair dyes made with silver nitrate have the disadvantage of showing a peculiar color reflex when sun rays are falling upon the hair at a certain angle. Due to this reflex the hair loses its natural appearance and every one can readily see that the hair is dyed. This is not a very desirable feature for milady, and to offset this disadvantage some manufacturers add a small amount of copper sulphate to the silver nitrate solution, but from a medical standpoint this is not advisable. Copper preparations are absolutely harmful, and therefore an addition of a copper salt will render the whole preparation dangerous to health.

The dye above mentioned is otherwise harmless and is actually the only metal dye which combines this advantage with fairly good effectiveness as a dye. Several of these silver dyes are sold in a package containing three bottles instead of two. This third bottle usually contains a solution of sodium thio-sulphate. The purpose of this third solution is twofold. Firstly, the application of it after both the pyrogallol acid and the silver nitrate

solution have been applied will give the hair a lighter shade. Thus, if the dye has produced a shade which is darker than desirable, this may be remedied by applying and reapplying the hyposulphate solution until the shade produced is satisfactory. If the desired color of the hair is a deep black, naturally this third application must be omitted.

The second reason for adding this third bottle to the set is to give the consumer a medium for removing stains on the skin. These silver preparations have the disadvantage of coloring the skin also if through careless application or accidentally some of the solution comes in contact with it. And for the purpose of removing such stains the hyposulphate solution serves well.

Besides, with the aid of the hypo-sulphate solution, the color or shade desired can be regulated through the strength of the silver nitrate solution. By making this solution more diluted or more concentrated, shades may be obtained from a medium brown to dark brown and black.

In using the above described two-bottle dyes it is necessary to take particular precautions to apply both solutions very thoroughly and in such a manner that every hair is well moistened with the two solutions. The first solution, that is, the pyrogallic acid solution, itself will produce a reddish brown shade, which changes to brown or black only upon application of the silver nitrate solution. Therefore, if the hair at a certain spot is moistened with the first solution and for some reason or the other the second solution does not touch this part of the hair, the effect of the whole will be rather disagreeable.

Years ago a lot was talked about the effectiveness of hair dyes supposedly originated and mostly used in the Orient, which were made with a solution of phenylenediamine. This is a very effective hair dye, and produces a very lasting color, but it is very harmful to health.

From a standpoint of health, doubtlessly the vegetable dyes are as a rule much preferable to any metallic preparation, even to the silver dyes. However, there are very few on the market which are really effective, and their manufacture and composition represent well-guarded secrets. The analyst is more or less at a loss in determining their composition by merely analytical means, and so these secrets do usually not go far beyond the laboratory where they are utilized.

One of the most effective but not very often used vegetable dye is an extraction made from the green walnut shells. Although the name "walnut extract" on a hair dye bottle is not very rarely found, we may be sure that not all of them, perhaps very few, have been in contact with walnuts, and still less frequently we find pure walnut extract, most of them containing an addition of some kind, usually metallic, to make them more effective. Although the color produced from a walnut dye is very attractive, the dye has the disadvantage of losing its value on standing, thus becoming worthless. The color, however, may be preserved to a great extent by means of a small addition of alum.

Another well-known vegetable dye is that made from henna. The usual method of production of such a dye is to make an extraction with alcohol and water. Some also boil the leaves in water, but the resulting dye is not as good as that produced by the previous process.

Another method of using henna is to make a paste with the powdered leaves and water just before the dyeing is to take place. This paste is rubbed into the hair thoroughly, then the whole head is covered with it and the

paste allowed to stay on for several hours, the exact time depending upon the desired shade. With this method better results are obtained than with the extraction, but the application of it is so difficult and tedious that it is scarcely used.

The color or shade produced from henna is a beautiful auburn. If a brown shade is desired, an extraction of indigo leaves may be added, or for the purpose of applying the last specified method the dry powdered indigo leaves may be mixed with the henna leaves. Shades from light brown to dark brown can be produced, if the proportion of henna to indigo is changed. The more indigo and less henna used, the darker the shade.

Another vegetable hair dye can be made from the so-called cashew-nut. The procedure of manufacture is rather difficult, as only one of the constituents contained in the nut can be used for the hair dye, and its separation is rather difficult. These two constituents are cardol and anacardic acid. The first has highly irritating qualities and, therefore, must be separated from the anacardic acid. A method of separation is quoted in the *Chemist and Druggist*, according to which an ethereal solution is made of the pericarp, this is evaporated and the precipitate is washed with water in order to free the same from the tannic acid which the nut also contains. The tannin-free residue is then dissolved in 15 to 20 parts of alcohol and shaken with freshly precipitated lead hydroxide, filtered quickly and washed with alcohol. During these processes the air should be excluded as much as possible. This precipitate is anacardate of lead, which is treated with ammonium sulphide and filtered. The filtrate, besides the surplus ammonium sulphide, contains ammonium anacardate. Then cold sulphuric acid is added to it, and the anacardic acid is separated in the form of a soft mass which soon hardens.

The anacardic acid which is thus produced can be used in an ammonia solution, and when diluted with water becomes a hair dye. The hair is to be moistened with this liquid and afterwards combed with a comb dipped in an iron sulphate solution.

For the production of hair dyes intended for dead hair, that is, hair which has been cut, mostly metallic ingredients are used, but a word of warning is in place as to the use of strongly poisonous preparations. Although the hair on which these dyes are to be used is cut, it naturally comes in close contact with the scalp and the poison may be absorbed almost as easily as if the hair were alive. Especially through perspiration such a condition may be produced which will greatly aggravate the possibility of absorption of the poison.

As in general, very few cosmetic chemists are required to produce such hair dyes, their manufacture usually being left to the specialist, it shall suffice to mention very briefly the principal types of these preparations.

In the first line, the two- or three- bottle dye, mentioned previously, which was made with pyrogallic acid and silver nitrate, may be used for dead hair as well as for live hair.

Furthermore, a two-bottle dye made with copper chloride is frequently used with good results. Here again bottle No. 1 contains a solution of pyrogallic acid, while bottle No. 2 contains an aqueous solution of copper chloride. Also to this preparation a third bottle of the same contents as the third bottle for the silver nitrate preparation may be added, namely a sodium hypo-sulphide solution.

(Continued on page 334)



Flavoring Extract Section

OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION.

President Joyce, Attorney Lannen and the other officers and committees of the Flavoring Extract Manufacturers' Association of the United States have been active during the month just ending in looking out for the interests of the members. The work naturally has been largely of the routine character, for there was a slight lull after the busy month which went before it. More real beneficial work was done for the industry in October than most persons can fully realize.

In our report of the annual convention of the National Manufacturers of Soda Water Flavors, held in Cincinnati this month, printed in this issue, the members will find some matters of interest to them as having collateral bearing on topics which concern also the flavoring extract industry.

It will be good news for the members to learn that the "Minutes of the Eleventh Annual Meeting of the Flavoring Extract Manufacturers' Association of the United States," duly copyrighted by the association and from the press of THE AMERICAN PERFUMER, has come from the printers and has been mailed to the members. This neat booklet of course contains the proceedings of the convention, including valuable reports of the officers and committees, besides timely papers upon the research work of the association's chemists, and addresses upon subjects pertinent to the trade. The names of the new officers and committees, with portraits of the officers, are included in the 58-page volume.

Again the attention of the few flavoring extract manufacturers not now members is called to the importance of getting in line and joining this progressive and representative association. Robert E. Heekin, Water and Walnut streets, Cincinnati, is the chairman of the Membership Committee. Write to him!

TRINIDAD'S TRADE IN TONKA BEANS.

One of the most important exports from Trinidad, and one in which this island has a practical monopoly in the world's commerce, is tonka beans, the market for which is chiefly in the United States, where the beans are used extensively by various tobacco companies for perfuming smoking tobaccos, says Consul Henry D. Baker, Trinidad, British West Indies. There is also a limited market for these beans in Europe, principally in France and Germany, where they are used in connection with the manufacture of various perfumes.

Tonka beans are not produced in Trinidad, but in the forests of the Caura and Orinoco Rivers in Venezuela, where the trees grow wild in great numbers, and with excellent quality of fruit, with large content of "cumarine," which is the active principal of the odor, or perfume, which gives the bean its commercial importance. Trinidad, however, has its part in the industry, being the place from

which the beans are exported, by reason of the curing process being effected here. The beans are soaked in rum for a few days, after which they are spread out to dry for a short period, during which drying process innumerable small crystals appear upon the surface giving the beans a frosted appearance, and emitting a strong and rather sickening aroma. These crystals are the active principle of the perfume.

The export trade is controlled by one firm in Port of Spain, which manages the curing. It advances money to the collectors of the beans in Venezuela.

The exports of tonka beans to the United States show large variation from year to year and apparently depend a good deal on the prices, which fluctuate considerably. It is understood in Trinidad to be the policy of American manufacturers who make use of such beans to buy in large quantities and accumulate large stocks when prices are favorable and perhaps not buy at all when prices seem too high. In 1917 Trinidad exported to the United States, as shown by the returns at the consulate, 752,601 pounds of tonka beans, valued at \$472,055, while in 1918 the shipments decreased to 19,213 pounds, valued at \$11,439, increasing in 1919 to 171,560 pounds, valued at \$167,221. Of late the shipments have been quite heavy, and 1920 will probably show a material export increase over 1919.

Vanillin from Potato Plant.

Lippmann (Deut. chem. ges., 52, 1919) has recently shown that potato flowers, although having only a very slight odor, contain appreciable quantities of vanillin. The first indication of the presence of this substance was obtained in a field of potatoes which, in the early morning, gave off a powerful odor of vanilla, which disappeared as the sun became hotter. By extracting the flowers with ether vanillin was separated by means of bisulphite of sodium and on recrystallization melted at 81°. Whether vanillin is present in all potato flowers, or only in some species, is not indicated.

Iowa Court on Alcohol in Extracts.

The Supreme Court of Iowa, in an appeal taken by a grocer whose flavoring extracts were seized and who contended that they were not beverages but food, made the following ruling: "We think it quite immaterial that these articles are not made or intended for use as a beverage, if, as a matter of fact, they are potable and contain alcohol in measurable proportions. The testimony shows that the alcoholic content of the extracts varied from 30 to 90 per cent. It is a matter of common knowledge that alcohol is an intoxicant and it is not shown that the flavoring material makes the extract undrinkable."

Exports of Flavoring Extracts.

Exports of flavoring extracts and fruit juices in the first eight months of 1920 were valued at \$933,688, an increase of only \$3,000 over the 1919 period.

The September exports from New York were: To France, \$1,702; England, \$12,737; Bermuda, \$233; Costa Rica, \$137; Guatemala, \$254; Honduras, \$356; Nicaragua, \$192; Panama, \$1,677; Salvador, \$68; Mexico, \$2,807; Newfoundland, \$2,672; Barbados, \$136; Jamaica, \$137.

NATIONAL MANUFACTURERS OF SODA WATER FLAVORS

Fifteenth Annual Convention, Cincinnati, November 8-9, 1920

OFFICERS OF THE N. M. S. W. F. FOR 1920-21.

President—C. O. SETHNESS, of Sethness Company, Chicago, Ill.

Vice-President—H. C. SCHRANCK, of H. C. Schranck Co., Milwaukee, Wis.

Treasurer—H. E. HARRISON, of the Liquid Carbonic Co., Chicago, Ill.

Secretary—THOMAS E. LANNEN, Chicago, Ill.

Directors—The above officers and HUGH J. McMACKIN, of Hugh J. McMackin Co., Boston, Mass.; CHARLES O'CONNOR, of S. Twitchell Co., Philadelphia, Pa.; HENRY MAGNUS, of Henry Magnus, Chicago, Ill.; C. H. HOUSE, of Jacob House & Sons, Buffalo, N. Y.; SAMUEL H. MUTCH, of Whittle & Mutch, Philadelphia, Pa.

The fifteenth annual convention of the National Manufacturers of Soda Water Flavors was held in the Gibson Hotel, in Cincinnati, Ohio, on November 8 and 9, C. J. Hurty, president of the association, presiding.

It was one of the largest attended and most successful conventions ever held by the association, the firms represented being as follows:

The E. Berghausen Chemical Co., Cincinnati, Ohio.
Represented by Alfred Berghausen and Henry Kassens.
Chero Cola Company, Columbus, Ga.

Represented by W. E. Upchurch.

Coca Cola Company, Atlanta, Ga.

Represented by W. P. Heath.

Crescent City Carbonate Co., New Orleans, La.

Represented by W. S. Bickford.

Downey-Turnquist & Co., Chicago, Ill.

Represented by W. E. Story.

Jacob House & Sons, Buffalo, N. Y.

Represented by F. H. House and E. L. House.

Hurty-Peck & Co., Indianapolis, Ind.

Represented by G. J. Hurty.

W. H. Hutchinson & Son, Chicago, Ill.

Represented by D. W. Hutchinson.

Ladwig-Schlueter Co., Milwaukee, Wis.

Represented by P. Reinke.

The Lehman-Rosenfeld Co., Cincinnati, Ohio.

Represented by Alvin J. Lehman.

The Liquid Carbonic Company, Chicago, Ill.

Represented by J. L. Sugarman.

Henry Magnus, Chicago, Ill.

Represented by Henry Magnus.

Hugh J. McMackin Co., Boston, Mass.

Represented by Hugh J. McMackin.

Monarch Mfg. Co., Atlanta, Ga.

Represented by Thomas M. Murphy.

The Northwestern Extract Co., Milwaukee, Wis.

Represented by Aug. C. O. Peter and Edw. F. Kunkel.

Schoenhofen Company, Chicago, Ill.

Represented by George B. Sippel.

H. C. Schranck Co., Milwaukee, Wis.

Represented by H. C. Schranck and Walter Schranck.

The Schuster Company, Cleveland, Ohio.

Represented by J. J. Schuster.

Sethness Company, Chicago, Ill.

Represented by C. O. Sethness.

Standard Bottling and Extract Co., Boston, Mass.

Represented by O. A. Atkins.

William J. Stange Company, Chicago, Ill.

Represented by William J. Stange.

Theall-Stefan & Co., Cleveland, Ohio.

Represented by F. M. Theall.

Theonett & Co., Inc., Chicago, Ill.

Represented by Samuel F. Hirsch.

Tropical Fruit Juice Co., Chicago, Ill.

Represented by W. W. Hogle.

S. Twitchell Co., Philadelphia, Pa.

Represented by Charles O'Connor.

Warner-Jenkinson Company, St. Louis, Mo.

Represented by W. F. Meyer.

Whittle & Mutch, Philadelphia, Pa.

Represented by Samuel H. Mutch and Harry Whittle.

Considering the fact that the organization is a comparatively small one, having only forty-one members, the above named attendance was excellent. While the membership is not large, it is comprised of practically all of the larger manufacturers engaged in the business of supplying the bottling trade with soda water flavors.

The officers elected were as printed at the beginning of this report.

The more important action taken by the Association is expressed in the following resolutions:

WAR TIME LEGISLATION.

Whereas, It is the sense of this convention that for all practical purposes the war with Germany is at an end, and that the United States is, as a matter of fact, at peace with the world, and

Whereas, There is still in full force and effect in the United States war time legislation which is being enforced by the courts as such, and the validity of which under the Constitution of the United States would, in times of peace, be involved in the gravest doubt, therefore, be it

Resolved, By us, the National Manufacturers of Soda Water Flavors, that it is the sense of this convention that all such legislation should be repealed forthwith; and be it further

Resolved, That a copy of this resolution be forwarded to all of the members of the Congress of the United States.

CAPSICUM IN GINGER ALE.

Whereas, The officials charged with the enforcement of the National Food and Drugs Act have undertaken to enforce the provisions of Food Inspection No. 177, by requiring the presence of capsicum to be stated on the labels of ginger ale; and,

Whereas, Capsicum is a normal ingredient of ginger ale and has always been so regarded by practically the entire soft drink bottling industry engaged in the manufacture of ginger ale, and said food inspection decision is vitally defective in failing to recognize both capsicum and caramel color as normal ingredients of ginger ale; and,

Whereas, This association has heretofore unqualifiedly condemned said Food Inspection Decision 177 for the reasons aforesaid and has protested to said United States Food officials against said decision, and urged its immediate recall, but without avail; and,

Whereas, It is still the sense of the National Manufacturers of Soda Water Flavors, in annual convention assembled, as it was at our last annual convention, that capsicum is a normal ingredient of ginger ale, and that caramel color is a normal ingredient of ginger ale, and that the presence of said ingredient should not be required to be stated on the labels of ginger ale, and cannot legally be required to be stated on the labels of ginger ale under existing laws by said United States Food officials, and that said officials in taking such action as referred to have done so wholly without warrant of any law, their action resulting in nothing more than unwarranted intimidation of the trade; therefore, be it

Resolved, That we co-operate with the American Bottlers of Carbonated Beverages, in their efforts to forestall, either amicably or by litigation, the attempt of said food officials to foist the said ruling on capsicum upon us and the soft drink bottling industry of the United States.

HAUGEN PACKAGE BILL.

Whereas, The so-called Haugen Package Bill, formerly known as H. R. 8954, and now known as H. R. 10311, is

still pending in the House of Representatives of the Congress of the United States, and is still as objectionable as it was at the time of our last annual convention in 1919, and it appearing that the resolution which we adopted at that time was not, for good reasons, forwarded to the Members of Congress; be it

Resolved, That we, the National Manufacturers of Soda Water Flavors, reaffirm the action which we took on this subject at our last annual convention and readopt the resolution which we passed on the subject at that time, and which was as follows:

"Whereas, There is pending in the House of Representatives of the Congress of the United States a bill known as H. R. 10311, and which was formerly known as H. R. 8954, and which proposes to amend the National Food Law in such a way that, while it would enable the United States Department of Agriculture, through its Bureau of Chemistry, to prosecute those guilty of real fraud and deception, it is so worded that it would also enable that department, through its said bureau, to prosecute honest manufacturers of foods and drinks for innocent acts, such prosecutions being unreasonable and frivolous in their nature; and,

"Whereas, Said bill affords no protection to honest manufacturers against such unreasonable prosecutions; and,

"Whereas, It is the sense of this association that the officials charged with the enforcement of the National Food Law can not be trusted to act with reason in the enforcement of said act and have been and will continue

words 'that it evidences an intent,' and strike out the word 'as' at the end of the line 2 of said page 2, and the words 'likely to' at the beginning of line 3 of page 2.

"Also amend said bill by inserting after the word 'therein' at the end of line 4 on page 2 the words 'upon' a reasonable examination of the package,' so that said clause will read:

"Or if it be in a container so made, formed, or shaped, that it evidences an intent to deceive or mislead the purchaser as to quantity, quality, size, kind, or origin of the food therein upon a reasonable examination of the package."

"Also amend said bill as follows:

"On page 2, line 11, after the word 'package,' insert the words 'evidences an intention of not having been filled with the food it contains for the purpose of fraud and deception,' and strike out the word 'be' at the end of line 11 on page 2, and the words 'not filled with the food it purports to contain' in line 12 on page 2.

"Also amend said bill in line 13 on page 2 by striking out the word 'may' and inserting in lieu thereof the word 'shall'; so that said clause will read:

"Fifth: If in package form, and irrespective of whether or not the quantity of the contents be plainly and conspicuously marked on the outside of the package in terms of weight, measure, or numerical count, as provided in paragraph 'Third' of said Section 8 as amended, the package evidences an intention of not having been filled with the



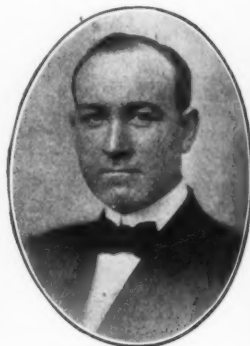
C. O. SETHNESS, PRES.



H. C. SCHRANCK, VICE-PRES.



H. E. HARRISON, TREAS.



T. E. LANNEN, SECY.

to be prone to institute civil and criminal prosecutions frivolous in their nature, and have prosecuted innocent manufacturers for innocent things, and will be likely to do so in the future if given power to do so by the Congress of the United States, and have already taken action which has resulted and will continue to result in great damage to the soft drink manufacturing industry of the United States, said action being that said United States Department of Agriculture has established a standard for ginger ale and sarsaparilla which, among other things, fails to recognize as a normal ingredient of those products the caramel coloring, which is and always has been a normal ingredient, and which gives each of those products its natural color, and without which each would be water-white in color, and under which standard each of said products would have to be labeled 'Artificially Colored,' to the great annoyance and expense of the entire soda water bottling industry, and which labeling would accomplish no material good of any kind or give any consumer of those drinks any information in which they are at all interested; therefore, be it

"Resolved, That we are opposed to the passage of said bill as now drawn, and as reported from the Committee on Agriculture, and recommend that said bill, to wit: H. R. 10311, be amended so as to deter the said United States Department of Agriculture from instituting frivolous and unreasonable prosecutions, as follows:

"On page 2, line 2, insert after the word 'shaped' the

food it contains for the purpose of fraud and deception: Provided, however, that reasonable variations and tolerances shall be established by rules and regulations made in accordance with the provisions of Section 3 of this Act.' And be it further

"Resolved, That our Secretary be directed to forward a copy of this resolution to all of the Members of Congress."

CALDER BILL.

"Whereas, The Calder Bill (S. 3011) is still pending in the Congress of the United States, and it appears now, more than ever, that uniformity of food laws ought to be brought about at the earliest possible date, the various National and State food officials at their last annual convention in St. Louis, in October of this year, having emphasized this fact more, possibly, than ever before; be it

"Resolved, That we, the National Manufacturers of Soda Water Flavors, reaffirm the action which we took on this matter at our last annual convention in Chicago in November, 1919, in adopting the resolution that was adopted then and which was as follows:

"Whereas, There is now pending in the Congress of the United States a bill known as the Calder Bill (S. 3011), the passage of which would do more to bring about uniformity of food laws than all the attempts that heretofore have ever been made on the subject, and which bill is sound in principle and ought to be made the law of the land as soon as it is possible for Congress to do so; and,

"Whereas, It is the consensus of opinion of this convention that uniformity of food laws can never be brought about in any other way than by the passage of such a law by Congress, and that interstate commerce in food products should be protected from interference from the conflicting provisions of the laws of the various States with themselves and with the National law; therefore, be it

"Resolved, That we heartily endorse the said Calder Bill and urge the Congress of the United States to pass the same at an early date."

ALCOHOL BONDS.

"Whereas, The price charged by the bonding companies for furnishing bonds to the United States Government for manufacturers of soda water flavors, flavoring extracts, and others required to have permits to purchase and use non-beverage alcohol, appears to us to be exorbitant and unreasonable; be it

"Resolved, by us, the National Manufacturers of Soda Water Flavors, that it is the sense of this convention that the price of said bonds is unnecessarily and unreasonably high, and that during the coming year the officers and attorney of the association should do all within their power to bring about a substantial reduction in the price of said bonds.

THE PROCUREMENT OF NON-BEVERAGE ALCOHOL.

"Whereas, Under the existing rules and regulations of the Internal Revenue Department of the United States the matter of necessary procedure to procure non-beverage alcohol for use in manufacturing soda water flavors, flavoring extracts, and similar preparations is unnecessarily complicated, with the result that needless delays in procuring alcohol frequently occur, and which condition results in embarrassment to the trade and causes difficulty in filling orders promptly, and in other ways works to our disadvantage; be it

"Resolved, That we, the National Manufacturers of Soda Water Flavors, express it to be the sense of this convention that said regulations be amended, if possible, so as to bring about relief from the situation that exists, and that during the coming year we co-operate with all associations interested in this matter towards the end of securing as much relief as can be secured.

TRADE PRESS.

"Resolved, That the sincere thanks of the National Manufacturers of Soda Water Flavors be extended to the trade press for the publicity given to our work during the past year and for the splendid manner in which all of the trade papers have co-operated with us in giving publicity to information sent out by us relative to objectionable legislation and other important matters which needed to be called to the attention of the entire soft drink bottling industry with the least delay possible, and which could not have been so well and generally circulated without the help of the trade press; and be it further

"Resolved, That we ask the trade papers to again co-operate with us in our work during the coming year to the end that the greatest amount of good work possible for the entire soft drink industry may be accomplished by us.

THANKS TO OTHER ASSOCIATIONS.

"Resolved, That we, the National Manufacturers of Soda Water Flavors, extend our thanks to the National Confectioners' Association, the Flavoring Extract Manufacturers' Association, and other associations who have directly or indirectly assisted us and co-operated with us during the past year in successfully straightening out the many problems that confronted our industry and others in the way of objectionable legislation, important matters arising under the National Prohibition Law, and other matters of vital concern to all of us."

Secretary Lannen reported the deaths during the year of Mr. F. F. Ladwig and Mr. F. Kommsch, both of the Ladwig-Schleuter Company, Milwaukee, and also the death of Mr. Will Lowenstein of the Monarch Manufacturing Company, Atlanta. A committee was appointed to draft suitable resolutions on the death of these members.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FEDERAL.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture.

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 7,451 to 7,700 inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the following are of interest to our readers:

7,649. Adulteration and misbranding of oil of sweet birch. Plea of guilty. Fine, \$300. Analysis of a sample of the product made in the Bureau of Chemistry showed it to contain synthetic methyl salicylate.

7,678. Adulteration and misbranding of santal oil. U. S. v. 8 Boxes * * * of Santal Oil. Default decree of condemnation, forfeiture, and destruction. Analysis of a sample by the Bureau of Chemistry showed that the average contents of 50 capsules was 8.1 minims of a mixture of santal oil with approximately 74 per cent of cottonseed oil.

7,696. Same as 7,678, except one can, containing 40,000 capsules, was condemned.

7,679. Adulteration and misbranding of orange-julep sirup. U. S. v. 1/2 Barrel, containing a product purporting to be Orange-Julep Sirup. Default decree of condemnation, forfeiture, and destruction. An artificially colored product composed of sugar sirup and water had been substituted for a product made from fresh ripe oranges and artificially colored. Misbranding was alleged for the reason that it was labeled so as to deceive and mislead the purchaser thereof into believing that the product was pure orange-julep sirup when, said product was an imitation of pure orange-julep sirup, and for the further reason that said product was an imitation of, and was offered for sale under the distinctive name of, another article, orange-julep sirup. Further misbranding was alleged for the reason that it was food in package form and the quantity of the contents was not plainly and correctly stated on the outside of the barrel in terms of weight or measure.

7,691. Adulteration and misbranding of oil of birch. Condemned, forfeited and ordered sold. Samples contained synthetic methyl salicylate.

Twelve samples of olive oil were ordered condemned and forfeited and the following fines were imposed in other olive oil cases: \$300, one; \$200, one; \$100, three; \$90, one; \$75, one; \$60, one; \$50, one; \$38, one; \$25, four; \$15, one; \$10, one; total, \$1,238.

Agricultural Chemists Meet in Washington

At the thirty-seventh annual convention of the Association of Official Agricultural Chemists held at the New Willard Hotel, Washington, D. C., November 15, 16 and 17, many papers of importance on insecticides, chemical reagents, fertilizers, borax, drugs, alkaloids, synthetic drugs and fats and oils were read. Among the interesting papers which were scheduled to be read were those on "Testing Chemical Reagents," by W. D. Collins, Washington, D. C.; "Saccharin Products," H. S. Paine, Washington, D. C.; "Potash Availability," A. G. McCall, College Park, Md.; "Fats and Oils," R. H. Kerr, Washington, D. C.; "Soft Drinks," W. W. Skinner, Washington, D. C.; "Food Preservatives" (Saccharin), A. G. Lowenstein, New York City; "Coloring Matters" (Oils and Soluble Colors), W. E. Matthewson, Washington, D. C.; "Metals in Foods," W. F. Clarke, Washington, D. C., and "Flavoring Extracts," H. J. Whitchman, Denver, Colo. President H. C. Lythgoe, of Boston, Mass., and Honorary President H. W. Wiley, Washington, D. C., were scheduled to address the delegates.

BARBERS' SUPPLY DEALERS' ASSOCIATION

Seventeenth Annual Convention, Cincinnati, November 8-11, 1920

Perfumes and scented articles were dominant in the greatest convention and show in the history of the Barbers' Supply Dealers' Association of America, in Cincinnati, November 8 to 11. As a result of their show in the Gibson Hotel ballroom the dealers did a large volume of business in barbers' equipment and other supplies, including toilet preparations, perfumery and raw materials for use in the making of toilet preparations. So pleased, not to say astonished, were the dealers that a movement was set on foot to hold next year's convention in Cincinnati. The newspapers of the city, impressed by the perfumes, gave that department of the exhibition the lead in their articles. One special writer on the Cincinnati *Times-Star* headlined his main article with the thought that the "Visitors Walked in Virtual Paradise of Scents," amid "Odors from the Gardens of the World." The perfumes attracted a record-breaking throng of women every hour of the day and the various representatives of the industry were not slow in educating the fair sex in the history and the excellence of their wares.



PRESIDENT Z. C. SHAW

Z. C. Shaw, of Wichita, Kan., was elected president of the association succeeding James G. Barry, of Chicago. Mr. Shaw is comparatively a youngster, he being but 32 years of age, but he took the gavel and got down to vigorous business like a more seasoned veteran. Other officers elected were: First Vice-President, Walter Smith, of Pittsburgh; Second Vice-President, M. E. Walters, of Charlotte, N. C.; Treasurer, Mr. (and Mrs.) Otto Haas, of Chicago; Executive Committee, Fred Dolle, of Chicago; James G. Barry, of Chicago; Frank Noonan, of Boston, Mass.; E. D. Schneider, of Memphis, Tenn. Following the regular announcement of the four nominations for the Executive Committee the name of A. J. Krank, of St. Paul, Minn., also was placed in nomination for Executive Committeeman but he lost by three votes, Schneider leading him by that number.

Just before the election a \$250 watch was presented to Secretary Joe Byrne, of New York. The presentation speech was made by Bernard DeVry.

The show hall contained 110 booths housing approximately 1,100 separate sorts of supplies, said to be the largest assemblage of such goods in the history of America. Colgate's booth led all and the corps of representatives in that booth were among the busiest on the floor. Other big exhibits were those of the Lucky Tiger Dandruff Co., Kansas City, Mo.; Compagnie Parento, Chicago. It was disclosed during the convention that Compagnie Parento is planning to move its Chicago headquarters to New York City. Chicago will become a branch. The Wildroot Company had a fine exhibit and other good ones were Heine & Company, New York; the Davies-

Young Soap Company, Dayton, Ohio; Grant-Watkins Company, Inc., Boston; M. L. Barrett & Company, Chicago; the Amole Soap Company, Tippecanoe City, Ohio; the F. W. Fitch Company, Des Moines; the Herman Chemical Company, Brooklyn; E. E. Dickinson & Company, Essex, Conn.; the American Distilling Company, Pekin, Ill.; Antoine Chiris Company, New York; Ungerer & Company, New York; The Bonheur Company, Inc., Syracuse, N. Y.; George Lueders & Company, New York; H. Clay Glover Company, New York; the Marvels Articles Company, Pittsburgh; H. & G. Klotz & Company's (New York) Parfumerie Ed. Pinaud; the Acme Chemical Company, Detroit, Mich.; Holman Soap Company, Chicago; DeLoney & Company, Hammond, Ind.; Clench-Metcalf Company, Detroit, Mich.; Bennett & Davis, Chicago; the Mahdeen Company, Nacogdoches, Tex.; J. R. Reeves Company; the Miller Manufacturing Company, Lincoln, Neb.; George V. Gross & Company, New York; Consolidated Fruit Jar Company, New Brunswick, N. J.; A. L. van Ameringen, New York; Polk Miller Drug Company, Inc., Richmond, Va.; Van Dyk & Company, New York; Newbro's Herpicide, the Moore Oil Refining Company, Cincinnati; J. B. Williams Company, Glastonbury, Conn.

The Cincinnati committeemen, L. M. Taylor, Joseph Herbert, Eugene Berninghaus and B. J. Baumann, attended to the local arrangements. The success of the local arrangements was due mainly to the skill of L. M. Taylor, local dealer, who after winning the convention for Cincinnati neglected his own business for weeks in order to assure a great success.

Among the most impressive of the addresses at the meetings were those of Miss Barbara Burke, of New York, the only female speaker at the convention and E. M. Heimbach, of St. Paul, Minn. Another speaker was Federal Prohibition Commissioner John Kramer who declared that it may yet be necessary for his office to interfere with the legitimate commerce in alcohol in order to put an end to the illegitimate traffic in the goods. His remarks were in accord with the sentiments of the association which is heart and soul in favor of measures which will clear their business of illegitimate traffic. One remedy proposed by the association is to have the distillers make their alcohol unfit for beverage purposes before turning it into the trade.

One of the resolutions adopted by the association is to the effect that any member found dealing illegitimately in his alcohol goods be automatically relieved of his membership in the association.

Victor Murdock, of Kansas, chairman of the Federal Trade Commission also addressed the convention.

GROWTH OF HAIRDRESSING AND BEAUTY PARLORS

Miss Burke's address follows in part:

"The recent growth of hairdressing establishments and beauty parlors is one of the amazing commercial stories of the century. But ten years ago there were less than five thousand beauty parlors in the United States and Canada. Taking the period from 1910 to 1915, the increase in this number was comparatively small. However, in the last five years this business has taken on new life and vigor rarely experienced in any industry, and today we have over ten thousand active and progressive beauty parlors throughout the country. Judging from the present rate of increase, it is only fair to predict that this number will be even doubled within the next ten years.

"In the beauty supply business we have jobbers and distributors only in such large cities as New York, Chicago, St. Louis, Cincinnati, Boston, Philadelphia, Los Angeles and San Francisco. Therefore an operator is compelled to send to one or other of these cities for his or her supplies. In other words, this business is today in about the same position as that of the barber supply business

some fifty years ago. At that time, a barber located in Florida was compelled to send to Cincinnati for supplies and barbers in Montana had to send to St. Louis or Chicago.

"Since then, however, no less than 600 barber supply houses have sprung up in all the large distributing centers of the country, and today you have an industry that is not only highly esteemed, but one that is recognized as a business in itself.

"Under present conditions your trade can get almost over night service. Take for instance the barbers in Western Kansas. They have a choice of at least half a dozen nearby cities where they can make their purchases, but the beauty parlor operator has to send many miles, and be subject to long and annoying delays.

"I am, therefore, firmly of the opinion, that as time passes we shall see beauty supply distributing houses in each and every city, just the same as there are barber supply houses, for this business is developing so rapidly that each city will not only be well able to support them, but they will have become an actual necessity.

"And who is going to get this business?

"I personally see no reason why the progressive barber supply dealers should not immediately make plans to branch out and get it. Your lines are more or less similar and your merchandise practically the same. The same salesman who sells to the barber, can just as easily sell to the hairdresser. You now have the opportunity of adding many dollars to your bank account at a minimum of expense.

"You must remember that times have changed. But ten years ago the women who patronized beauty establishments were the exception. Then they did so only on special occasions, but today, the women who do not patronize beauty parlors are in the minority. Why even the girls who are working on small salaries are having their nails professionally manicured, their hair shampooed and in many cases they are reported to be good paying regular weekly patrons.

"Another striking feature that has come to our attention recently is the number of highly cultured people, both men and women, who are taking up this profession. Only the other day we received a notice that a professor in the Englewood High School, had given up 'mind culture for beauty culture,' as he expressed it. 'The idea came to me,' he said, 'about a year ago, when my wife was going to a dinner. She called up no less than eight hairdressers before she could get an early appointment. I, therefore, decided that there must be money in it, so immediately proceeded to get the best operators I could and open an establishment under an assumed name, and I am happy to say that I have made more money in one year than would have been possible in many years teaching. I have, therefore, decided that it is the outside, not the inside of women's heads, that it pays to take care of.'

"I hope I have not taken up too much of your time and that my little story has given you a new line of thought. If there is any way in which I can personally assist you, I shall be pleased to do so at all times."

POSITION IN REGARD TO ANY WHO MISUSE THEIR ALCOHOL PERMITS

E. M. Heimbach, of St. Paul, made the following observations in his address on alcohol:

"Aside from the question of how we are going to suppress the drinking of our products by the degenerate drinker it is of great importance that we first put our own house completely in order.

"To emphasize the necessity for careful and righteous conduct within our association, I think it might be well first to recall to your minds some of the things that have been done by us and the position we now occupy in the eyes of the Administration. At the beginning of the work when the Eighteenth Amendment became operative we occupied the unenviable position of having for our customers that class of business men handling preparations containing alcohol who were considered as the weakest link in the chain of prohibition.

"The physician, and not too well, has handled the granting of whiskey prescriptions to his near-dying patients. The druggist and the department store, and not as carefully as might be, has sold alcohol laden perfumes, pat-

ent medicines and toilet preparations. The grocer, with a good eye for business, has found the flavoring extracts much in demand. The barber, and with much to his credit, has carried on his trade with the aim in view of disproving this presumption of weakness.

"Which class of business is the strongest link in that chain today? Without hesitancy I say that it is the barber. And why is this? It is because while he may not believe in prohibition, he believes in good government. It is because the B. S. D. A. has carried to him the message of safeguarding his business. This could have been made possible only through the agency of this association. How far could we have progressed in our work without the able assistance of the officers of our organization, the *Association News*, the occasional bulletins, and the co-operation of the members?

"We have worked in harmony with the Internal Revenue Department in regard to stamp tax laws. Not always agreeing with them, but with the advantage on their side always graciously abiding by their superior knowledge. The co-operation we have developed between our organization and the Prohibition Bureau I think need only be called to your attention. It could not be better. While we have not as yet been able to get under the skin of the Bureau of Chemistry of the Department of Agriculture we think this may now become possible.

"One of the foremost reasons for our present excellent standing with the Government officials has been the work done by Mr. Alfred J. Krank. His brief submitted for presentation before the hearing held at Washington, December 1, regarding the use of Tartar Emetic and the results if we were deprived of the use of alcohol had much to do with relieving the danger at that time. The work done under his direction by Dr. Hunter, of the University of Minnesota, has had much to do since with the continuance of the use of alcohol.

"All of these things have been accomplished by co-operation. If we continue to work together—each doing his part in the work, if in no other manner than by abiding within the law—there will be a continuance of our position of good standing.

Active Members at the Convention

The following active membership was present at the convention of the Barbers' Supply Dealers' Association of America:

Plato, W. P., Philadelphia, W. P. Plato.
Allentown B. S. Co., Allentown, Pa., C. J. Laudenslager.
Covalt & Smith, Pittsburgh, Walter I. Smith.
Riedel, Wm., Philadelphia, Wm. Riedel.
Altoona B. S. Co., Altoona, Pa., E. G. Figard, C. E. Bloom.
Tripoli B. S. Co., Inc., Philadelphia, A. DiPuppo.
Bauman B. S. Co., Cincinnati, B. J. Bauman.
Cincinnati B. S. Co., Cincinnati, J. B. Herbolt.
Eugene Berninghaus Co., Cincinnati, S. A. McFaddin.
Weis, J. H., Louisville, J. H. Weis.
Akron B. S. Co., Akron, O., H. S. Bach.
Buckeye B. S. Co., Dayton, O., Clarence S. Wiggin.
Mann & Co., Columbus, O., Wm. Mann.
Baltzly Co., Massillon, O., Milton M. Zink.
Pabst & Kohler, Columbus, O., C. F. Kohler, C. Pabst.
Dayton B. S. Co., Dayton, O., Wm. Ingle.
Rappold, E. F., Hurricane, W. Va., E. F. Rappold.
Friebertshauser's Son, A., Emil Friebertshauser.
Southern B. S. Co., Roanoke, Va., Frank B. Craft, R. Russell.
Queen B. S. Co., Spartansburg, S. C., J. R. Queen.
Durham B. S. House, Durham, N. C., G. Schmitt.
Conner & Walters, Charlotte, N. C., M. E. Walters.
Bannasch B. S. Co., Lansing, Mich., O. R. Bannasch.
Lowe B. S. Co., Des Moines, Miss M. E. Lowe.
Krank, Alfred J., St. Paul, F. D. Swifka, B. Halerkorn.
Melchoir Supply Co., Chicago, Geo. F. Melchoir.
Barry Co., Jas. G., Chicago, E. R. Johansen, J. G. Barry.
Paidar Co., Emil J., Emil J. Paidar.
Altz B. S. Co., Moline, Ill., B. W. Altz.
Koch's Co., Theo. A., Chicago, W. Juedde.
Jaeger B. S. Co., H. B., Jacksonville, Ill., L. S. Jaeger.
Wisconsin Barber College, Milwaukee, Emil Feib.
Milwaukee B. S. Co., Milwaukee, F. A. Ladwig.

New York B. S. Co., Milwaukee, S. K. Karegarmes.
 Muncie B. S. Co., Muncie, Ind., Geo. E. Gribler.
 The United Sales Co., Logansport, Ind., F. C. Phipps.
 Wellman B. S. Co., The C. H., C. H. Wellman.
 Grah Co., Chas. G., Indianapolis, Mrs. C. G. Grah.
 Heimerdinger, W. C., Louisville, W. G. Heimerdinger.
 Kraut & Dohlan, Chicago, Otto R. Haas.
 Atlantic B. S. Co., Atlanta, N. F. Healey.
 Edlis B. S. Co., Pittsburgh, A. Edlis.
 Bouey Bros. Co., Winnipeg, Man., Can., Duncan Bouey.
 Norfolk Guarantee B. S. Co., Norfolk, Va., F. Iantosia.
 Shreveport B. S. Co., Shreveport, La., K. Sierpinski.
 Golden Gate B. S. Co., San Francisco, P. Fina.
 Eureka B. S. Co., St. Louis, Anthony Cento.
 Teague B. S. Co., Norfolk, Va., F. L. Teague.
 Warren B. S. House, Warren, Pa., F. P. Caro.
 Hygenic B. S. Co., Jackson, Mich., H. J. Howard.
 Crown Co., New York City, Edw. Bluddy.
 Johnson B. S. Co., Rockford, Ill., Stanley Johnson.
 Isaacs, I., Wilkes-Barre, Pa., I. Isaacs.
 Haldy, Geo. P., Cedar Rapids, Ia., Geo. P. Haldy.
 Dolle, Fred, Chicago, Fred Dolle.
 Gentry, J. W., Terre Haute, L. L. Adamson, F. B. Hilch.
 Rose's B. S. House, Waterloo, Ia., L. E. Peck, W. T. Rose.
 DeVry B. S. Co., Evansville, Ind., B. DeVry, J. Hoffar, O. Payne, R. Clutter, W. Hoffar.
 Jones Bros. & Co., Ltd., Toronto, H. S. Garlick.
 Pursley & Hitch, Evansville, Ind., G. W. Pursley.
 Chas. M. Dickson Co., Sioux City, Ia., Chas. M. Dickson.
 Lewis Bros., Inc., Chas. G. Lewis.
 Harding & Co., New York City, Thos. F. McNulty.
 Pollard & Ingram Co., Spartansburg, S. C., J. J. Pollard, W. Ingram.
 Peoria B. S. Co., Peoria, Ill., W. L. Scott.
 Anderson B. S. Co., R. D., Mansfield, O., R. D. Anderson.
 Grand Rapids B. S. Co., Grand Rapids, Mich., Dan McKennedy.
 Medinger, C. F., Birmingham, Ala., C. F. Medinger.
 Canadian Booster Co., Windsor, Ont., John S. Master.
 Petersen B. S. Co., Portland, Ore., Theo. Petersen.
 Deckelman Bros., San Francisco, C. A. Stearns.
 Spokane Imp. B. S. Co., Spokane, P. C. Albright.
 A. L. Undeland, Omaha, E. A. Undeland.
 Halverson B. S. Co., Oklahoma City, A. Halverson.
 Fralick, G. H., Wichita, Kan., G. W. Fralick.
 S. D. Shaw B. S. Co., Wichita, Kan., Z. C. Shaw.
 C. E. Hoffman Co., Dallas, E. A. Fretz.
 Weyer, Geo. H., St. Joseph, W. A. Weyer.
 Lammers, O. S., San Antonio, Texas, Otto S. Lammers.
 Feidler B. S. Co., T. J., Springfield, Mo., T. J. Feidler.
 Gunkel B. S. Co., St. Louis, Geo. Jacobs.
 Pairo B. S. Co., St. Louis, Rud Kunter.
 Koken Companies, St. Louis, Edgar W. Meiro.
 Windle B. S. Co., W. H., Dayton, O., C. E. Hochwalt, W. H. Windle.
 Voigt B. S. Co., St. Louis, A. E. Voigt.
 St. Louis B. S. Co., St. Louis, Harry L. Meyer.
 Schneider's B. S. House, Memphis, E. D. Schneider, G. E. Hill.
 Weis, John, Nashville, John Weis.
 Auburn B. S. Co., Auburn, N. Y.
 Johnstown B. S. Co., Johnstown, Pa., Angelo Amenta, C. Cotroneo.

TALC INDUSTRY IN NEW YORK STATE.

An extensive report on talc mining, milling and distribution in New York has been written by Raymond B. Ladoo, mineral technologist specializing in this subject for the U. S. Bureau of Mines. Talc mining in the State of New York was started about 1876, but important production did not begin until 1880, when about 4,000 tons were shipped. In 1883 the production was about 6,000 tons valued at \$75,000, or an average of \$12.50 per ton. From this date the production gradually increased to a peak of 93,236 tons in 1916, valued at \$961,510 or about \$10.30 per ton. In 1918 the production declined to 71,167 tons valued at \$902,100, or about \$12.70 per ton. For many years New York was the largest producer in the United States, but in 1917 and 1918 its output was surpassed by Vermont in

tonnage, though not in value. In June, 1920, there were three companies producing talc in the Gouverneur district, St. Lawrence county, and one near Natural Bridge.

The Gouverneur talc district consists of a narrow belt, lying to the southeast and east of that village in the towns of Fowler and Edwards in which the talc occurs in lenticular bodies arranged in series along the strike. The bodies dip uniformly toward the northwest at angles of from 30° to 60°, so that they are all worked by underground methods. The wall rocks are limestone and schist of Precambrian age, a part of the Adirondack crystalline formations. The fibrous talc is an alteration product of tremolite which it resembles in physical development, but the scaly talc apparently is the result of deposition by underground waters. Altogether there are fully 15 or 20 different deposits, some of which, however, are not profitable under present conditions, and others are being held in reserve. The number of operative mines in recent years has ranged from five to eight or nine.

A deposit of talc near Natural Bridge has been worked for the last four years, and has supplied a considerable quantity of material which is sold in ground form. This deposit occurs in limestones, but in a separate area from the Gouverneur belt and has a quite different character. The talc lacks any definite structure, except that it shows a granular appearance in places, and is associated with other hydrated silicates of the serpentine and chlorite groups. It appears to be a contact deposit, lying near an intrusion of granite.

PREPARATIONS FOR THE HAIR.

(Continued from page 327)

Besides this, there are hair dyes made with iron, bismuth, lead, and even mercury is used for the purpose.

Finally, one more preparation for live hair remains to be considered, and that is the so-called hair bleach. This product is intended for bleaching dark hair to obtain a blond shade. Although very frequently used, the shade produced seldom looks very natural. The hair bleach generally sold is nothing but a solution of hydrogen peroxide, sometimes with the addition of a trace of hydrochloric and sulphuric acid.

Another hair bleach which, however, is not supposed to produce blond hair, but which is intended to help nature along in the formation of white hair, is a preparation consisting also of two bottles, the one containing a solution of potassium permanganate and the other a solution of sodium hypo-sulphite, the two to be applied repeatedly in the succession given here until the hair is white.

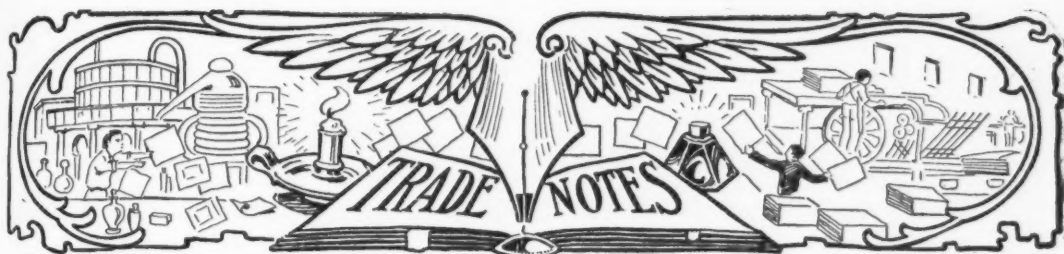
(To be continued.)

Cosmetics and Toilet Waters in the Dutch East Indies.

Cheap American talcum powders, in competition with Japanese manufactures, find a good sale in considerable quantities in the Dutch East Indies. Cheap cosmetics, face powders, and rouge are supplied chiefly by Japan, while better qualities of cosmetics and toilet waters come from France. To introduce and maintain an American brand of toilet article in this market a responsible representation is required, a good distribution organization, and an effective sales force. As in many other lines, this trade needs co-operation between the manufacturer and the local agent, and much can be gained by building up a line to suit the market and by correct packing and shipping.

Market for Toothbrushes in the Dutch East Indies.

The trade in toothbrushes in the Dutch East Indies, states Trade Commissioner Fowler, is with the foreign population, the Chinese, and the people of mixed blood. Though the bulk of the trade is in a popular-priced brush, there would be some sale for high-grade brushes if they were properly presented. There is one American brush on the market, enjoying a steady and very satisfactory sale.



A special meeting of the executive board of the Manufacturing Perfumers' Association was held at the Hotel Biltmore, New York, November 17th, those present being Messrs. F. W. Jones, president; C. M. Baker, secretary and treasurer; and Gilbert Colgate, C. W. Butz, A. M. Spiehler, Northam Warren, V. C. Daggett, D. R. Bradley, Edwin Sefton and Washington representative C. L. Crouse. Mr. A. F. Krammer, chairman of the Convention Committee, reported progress made in the preparation of plans for the next convention.

Mr. C. A. Rindell, well known Chicago manufacturers' representative, was a recent visitor to New York.

Mr. Northam Warren, head of the Northam Warren Corporation, New York, returned on the *Adriatic* November 12 after a two months' visit to England, Holland, Belgium, Switzerland and France. Mr. Warren was very much impressed with the signs of rapid recovery on the Continent, particularly in France, and is very enthusiastic for the future of American toilet preparation exports.

Mr. Jean Merle, son of Mme. Merle, proprietor of Bruno Court, Grasse, France, arrived in New York October 23rd



JEAN MERLE.

on the *Kochambeau* for a stay of about six months, during which time he will study American business conditions. Mr. Merle is making his headquarters with Morana Incorporated, New York, American agents for Bruno Court, and he has given a report of conditions in Grasse, which appears on another page.

Specification Soap & Oil Co., Manhattan Borough, New York City, has changed

its name to the Specification Soap Co. and increased its capital stock from \$10,000 to \$100,000, according to papers filed recently.

The Frances Fox Laboratories, incorporated at \$300,000 in Delaware, as announced recently in three pages, operates a series of beauty parlors in Manhattan, New York City.

Construction work has progressed rapidly on the big new factory of the Illinois Glass Co., which it is adding to its other plants at Bridgeton, N. J. Two automatic bottle blowing machines have started warming up in one of the new buildings and others are following in rapid sequence. The company plans to make Bridgeton the Alton of the East.

"Very well," said Mohammed to the Liberty Bond. "If I can't sell you at par, I will buy some more of you at present bargain prices." Whereupon he went and did thus, and eventually took profits accordingly. And his action became a tradition among men.

Mr. Fernand Javal, senior partner of the well known Paris house of Houbigant, arrived in New York on the



FERNAND JAVAL.

France, November 2. After a short trip to Havana he returned to New York, and about the middle of December will return to France. He reports business conditions in France as improving, and while there is still much work in restoring the devastated regions, he has found that very many factories have been rebuilt and will soon be in operation. Railway operation has improved, and considerable progress has been made in the renewed production of glass bottles and coal.

Houbigant have completed a large addition to their factory in Neuilly, a suburb of Paris, and it is now about three times pre-war size.

Professor Edward Kremers, of the University of Wisconsin, was the guest of honor at a dinner in the Ambassador Restaurant, New York City, on November 8, previous to the meeting of the New York Local Branch of the American Pharmaceutical Association, before which Dr. Kremers read an interesting paper on "A Quarter of a Century of Chemical Investigations of a Typical American Genus of Plants."

Jarden Lithographing Co., 310 North Eleventh street, Philadelphia, has moved into its new two-story addition to its extensive plant. The new building is 38 by 65 feet and all daylight. All of the modern improvements have been utilized and the improvement gives the company needed facilities to handle its rapidly growing business. Messrs. George W. Jarden and James H. Finley, the individual members of the firm, have received numerous congratulations upon this evidence of their progress.

The revival of the Aroma Club, which was established in 1914 and ceased its meetings about two years later due to war conditions, took place on November 3, at the Hotel McAlpin. About thirty members of the trade in New York attended.

The organization meeting was held at the same place on November 17, with a somewhat larger attendance, and addresses were made by Prohibition Commissioner Kramer and Mr. Sherman, of the Sherman & Bryan Advertising Agency, New York. The commissioner emphasized the fact that alcohol in any quantity would be available for reputable firms, but that vigorous measures would be used to discover those that were using it improperly. Mr. Sherman urged the adoption of trade marks that are easy to read and pronounce.

The election of officers resulted in the following: Edwin Sefton, president; Julius Koehler, vice-president; Edwin Zeluff, treasurer; Joseph Byrne, secretary, and Miss Harding, assistant secretary.

Mr. Emile Schlienger, one of the proprietors of the well known Grasse firm, Bertrand Freres, sailed November 17 on the *Adriatic* for Cherbourg. He was very much pleased with the development of the firm's business in the United States, through the American agents, Rockhill & Viotor, of New York.

Liquidation of the Lundborg Perfume Laboratory with plant at 227 West 17th street and sales offices at 200 Fifth avenue is now in process. The company filed a certificate of voluntary dissolution with liabilities estimated at between \$20,000 and \$30,000, but assets are estimated to be considerably in excess of this amount. In view of the report that Mr. S. S. Marvin and Mr. W. R. Marvin, holders of \$107,000 worth of the company's notes will not present them, a fair surplus will be available for creditors. The property may be offered for sale in the course of the next few weeks.

John D. Larkin, founder and president of the Larkin Co., soap manufacturer, Buffalo, N. Y., narrowly escaped being the victim of an assassin on October 21. It seems that an unidentified man was detected peeping into the windows of his residence late in the evening and was captured. The intruder was taken into Mr. Larkin's library, whereupon he fired a revolver at Mr. Larkin, the bullet just grazing the soap manufacturer's head. The man ran out, but was recaptured by the police, from whom he escaped on the way to the station house. No motive for the attack, outside of the desire to avoid arrest, could be thought of by Mr. Larkin.

National Aniline & Chemical Co., Inc., announces the production of a new color, National Diazine Black DR, which is a very important addition to the developed black series. Like its pre-war prototype, Zambesi Black D, it is especially valuable for the dyeing of cotton and silk hosiery, producing blacks of exceptional depth and fastness to washing.

The War Department has sold to the Thomson & Kelly Co., of Boston, the remaining surplus of bandages and absorbent cotton, purchased for the use of the army during the war. The sale netted the government more than \$1,000,000.

Mr. A. Alexandre, of the National Gum & Mica Co., this city, which represents Nadal, Desparmet & Cie, synthetic perfume base manufacturers, Nanterre, France, sailed November 13 on *La Lorraine*, of the French line, for a six weeks' tour abroad, to include Belgium, England and Southern France.

Mr. A. J. Hilbert, perfume manufacturer, of Milwaukee, Wis., was a recent visitor to New York City. He expected to sail on November 20 from Seattle for a six months' tour of the Orient, covering the Hawaiian Islands, Straits Settlements and other points of interest.

We have learned with regret the death of Mr. Henry Weber, founder of the house of Bourdois & Weber, French representatives of Colgate & Co., Chesebrough Mfg. Co., Enoch Morgan and B. T. Babbitt.

Mr. Pierre Cunisset, who has been in America on a visit, sailed from New York November 4 on the *France* of the French line, for Havre. Mr. Cunisset remarked before going away that he had found better perfumes were being used in this country than formerly and that the quality of toilet preparations is improving all of the time.

Mr. and Mrs. E. N. Lorscheider sailed for Bermuda on November 13 and expect to spend the winter there. Mr. Lorscheider is head of the Lorscheider-Schang Co., Inc., paper box manufacturers, of Rochester, N. Y.

Mr. F. W. Heine returned to New York on the *Noordam* on November 10, after enjoying a two months' trip covering Holland, France and Germany. He and his brother, C. A. Heine, are the proprietors of the Compagnie Duval, New York City, and represent Schmoller & Bompard, essential oils, Grasse, France. The company intends to carry in stock a full line of the Grasse firm's products and Mr. Heine has brought with him a complete line of samples.

Paul L. Depland, for 26 years with Roger & Gallet in Paris, and a veteran of the recent war, having served six years in the French army, has been appointed general manager and treasurer of the house and has taken charge of the New York branch, where he expects to be located permanently. The assistant manager is Matt J. Jordan, who has been on the sales force for a quarter of a century.

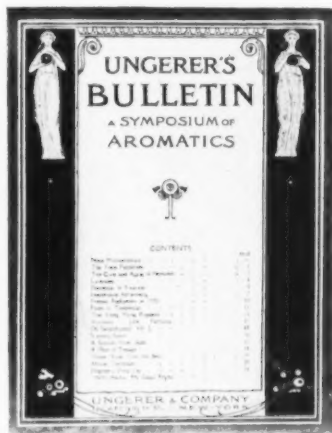
It has been announced by the New York Board of Trade and Transportation that Mr. J. L. Hopkins, president of Messrs. J. L. Hopkins & Co., importing drug merchants of New York, has been unanimously reelected treasurer of that body. Mr. Hopkins has held this position for fourteen years aside from being on the board of managing directors.

Frank M. Bauer, vice-president of Pfaltz & Bauer, Inc., 300 Pearl St., New York, sailed from Rotterdam, Nov. 23, on the *Rotterdam* for New York. He has been abroad five months in the interest of the firm.

Dr. F. M. Boyles, of McCormick & Co., Baltimore, and an active worker in the Flavoring Extract Manufacturers' Association, has been elected president of the Maryland Section of the American Chemical Society.

We are in receipt of a copy of "Ungerer's Bulletin, A Symposium of Aromatics," which was published on November 1. This is a very artistically designed, handsomely executed, and complete price list and Ungerer & Co. are to be congratulated on giving such care and attention to their scientific bulletin and complete list, of products used by perfumers and toilet soap makers. The cover is a particularly good piece of printing, and the gold border sets off the design to very good advantage. There are nine special articles from pens of men well known in the industry as follows:

"The Price Perplexity," by W. G. Ungerer; "The Care and Aging of Perfumes," by L. J. Zollinger, (William R. Warner & Co., St. Louis); "Discretion in Fixatives," by W. A. Peters, (formerly perfumer for A. A. Vantine & Co., New York); "Interpretive Advertising," by Francis L. Plummer, New York, (a skilled specialist on this subject); "French Perfumery in 1920," by R. M. Gattefosse, Lyons, France; "Facts vs. Tendencies," by Wilbur H. Hyde, (Abner Royce Co., Cleveland); "The Ylang Ylang Prospect," by F. H. Ungerer; "Scenting Soaps," by F. N.



Langlois, (United Drug Co., Boston); "A Scintilla from Sicily," by William C. Slater (S. & G. De Pasquale, Messina). Other articles include "Actresses-Life-Perfume," "Oil Sandalwood W. I.," "How Much vs. Quality," "Purer, Surer Than the Bean," a Lesson on Ozone-Vanillin, "African Geranium," etc.

An interesting feature is a letter from the United States Tariff Commission, which states:

"The Tariff Commission has in its files a copy of 'Ungerer and Company's Bulletin and Price List' for June, 1918, and this has been of considerable assistance in our general studies of the perfume and essential oil industries. If later numbers of this publication are available, and you should care to supply them to the Commission, we assure you that the favor will be appreciated."

The price list section covers the products for which Ungerer & Co. are American distributors, as follows:

Hugues Aine, Grasse, France; maceration and enfleurage products including Pomades, Petroflorols, Hyperextraits, Hyper-essences, Floressences, Resinaromes, Integral essences, solid flower essences, etc.

M. Naef & Co., Geneva, Switzerland; aromatic chemicals.

Stafford Allen & Sons, London, England; volatile oils, expressed oils and oleoresins.

Pierre Sicard, Cannes, France; olive oil.

S. & G. de Pasquale, Messina, Italy; Messina essences, and also: Jules Borgeaud & Fils, Algiers; Ozone-Vanillin Co., New York; Plumereau Fils, Paris; A. G. Sibrand Siegert, Manila, P. I.; Monsanto & Co., Manila, P. I.; Molino Coppirossi, Porto Maurizio, Italy; E. Chardon, St. Denis, Reunion; Vidal-Charvet, Paris, France.

The company has a Paris office at 11 Rue Vezelay, Mr. Maurice Chevron, and offices at 326 West Madison street, Chicago, Ill., Mr. J. Hugh Foster; 514 Arch street, Philadelphia, Pa., Mr. Edward Trippe; Title Guarantee Bldg., New Orleans, La., Mr. R. J. McMillan; Rialto Bldg., San Francisco, Cal., Mr. H. R. Laist.

An engraving also is shown of the new building at 110-112 West 26th street, which Ungerer & Co. soon will occupy. The new quarters will give more than double the space available at the present location, and the new move is the best index to the continuous growth of the organization under the inspiration of the Ungerers.

The cover of *Ungerer's Bulletin*, reproduced herewith, was designed by Plumereau Fils, Paris, France. The firm has received a large number of letters of appreciation from important houses in the trade.



BRONZE GROUP PRESENTED TO M. NAEF & CO.

We reproduce herewith a bronze group of running athletes, by Siot Decauville, entitled "Au But," which was presented recently by their Paris, London, New York and Grasse representatives of M. Naef & Co., of Geneva, Switzerland, on the occasion of the firm's twenty-fifth anniversary, 1895-1920. The New York representative of M. Naef & Co., is Ungerer & Co.

The three running athletes typify the spirit of the representatives of the Naef firm in Britain, France and America, "Au But," the title, meaning that the members of the firm's international organization are "carrying on" and giving to the parent firm steadfast support toward the best objectives in the industry.

S. A. Foot, sales manager for Ricksecker, perfumer, New York, announces that the current report he soon would resign his position is without foundation. The false rumor may have gained some ground because Mrs. Foot is spending the Autumn and Winter on the family's ranch near Jewett, Texas.

The Melzer soap factory, 1412 Third avenue, Evansville, Ind., was reopened November 15, under the management of the Evansville Packing Company, of which Morton Mannheimer is president. The company will manufacture soaps from the packing house products. The plant was purchased several months ago from Adolph Melzer, Evansville philanthropist.

Evansville, Ind., has a new factory, which started recently at 214-218 East Pennsylvania avenue with a force of fifty men. The factory is operated by a new firm, resulting from the combination of the Sanitary Soap Co., the Vincennes La Croix Alkali Co. and a South Bend soap company. The company manufactures laundry, toilet, liquid and powdered soaps, largely composed of an Iowa clay. J. D. La Croix is president of the new concern, which is capitalized at \$50,000. The other incorporators are Van Pickerill, D. G. Ulrey, August Barth and Jacob Schmidt.

Idaho men interested in a talc mine, situated in Death Valley, Cal., have made plans to open in Boise a factory for the production of talcum powder. The name of the organization is the Death Valley Talc Refining & Manufacturing Co. Its incorporators are J. W. Jones and P. J. Evans, who were formerly associated with the Idaho Gold Mines Co. at Quartzburg. It is said by promoters that a large supply of talc is available and that the deposit runs for more than five miles. Webb A. Patton, formerly editor of the *Tonopah Daily Times*, of Tonopah, Nev., secretary of the company, has opened offices in the Idaho building in Boise.

E. G. Counter, of Topeka, Kansas, has established a factory at 511 West Tenth avenue for the purpose of manufacturing a brand of patented mechanics' soap.

William A. Sailer, of Sharp & Dohme, Baltimore, has been elected president of the American Drug Manufacturers' Association, in place of the late R. C. Stofer.

A statement of the combined income of the consolidating companies in the new chemical merger embracing the General Chemical Co., the Barrett Co., the National Aniline & Chemical Co., the Solvay Process Co. and the Semet-Solvay Co., for the six months ended June 30, eliminating inter company dividends, shows a net income before depreciation for taxes, etc., of \$22,381,650. Deducting estimated reserves for depreciation, etc., amounting to \$9,545,408, left the net income after depreciation, etc., of \$12,836,242. A combined statement of the companies in the new merger for the first six months of this year shows a net income of \$22,381,649.

William G. Rose, who recently was voted by employees of the Ivorydale plant of the Procter & Gamble Soap Co., and one of three employees to serve on the Board of Directors, was elected formally at a meeting of the stockholders October 13. Cornelius Mills was named in New York and Frank M. Sells in Kansas City. Other members of the board elected were: Albert E. Anderson, Cincinnati; J. J. Burchenal, Cincinnati; Herbert G. French, Cincinnati; James N. Gamble, Cincinnati; Wallace E. McGaw, Cincinnati; William Procter, New York; William Cooper Procter, Cincinnati, and William S. Wowe, Cincinnati.

Austinol Chemical Co., Inc., 218 East 125th street, New York City, has filed schedules in bankruptcy with liabilities of \$45,986 and assets of \$10,684, consisting of cash, \$19; stock, \$1,000; accounts due, \$9,665, and unliquidated claim, \$3,500. James Tracy Hill is a secured creditor for \$21,702; among those unsecured are Austinol Sales Corporation, \$6,176; Lyon Advertising Company, \$3,567 and Ward & Gow, \$2,750.

Western Soap Products Co., of Modesto, Cal., manufacturer of "Hyssop," and other soap products, is planning an extensive advertising campaign in the newspapers.

Increases in capitalization: Roure-Bertrand Fils, Manhattan Borough, New York City, from \$100,000 to \$500,000; Justin Dupont, Manhattan Borough, New York City, from \$100,000 to \$500,000.

Dr. Gustave Drobegg, consulting and research chemist in essential oils and synthetic aromatics, now occupies his new office and laboratory at room 1030, 5 Beekman street, Temple Court building, New York City.

F. J. Hess, proprietor of the Hess Perfume Co., Rochester, N. Y., was in New York recently on a business trip.

Gibson-Snow Co., wholesale druggists, recently treated their entire sales force to a week's tour of leading drug manufacturing plants. Starting from Albany, with the staffs of their Albany and Troy establishments, they took on their Rochester and Buffalo branch managers and salesmen, going west as far as Indianapolis, and on the return trip stopping off in other drug manufacturing cities. Aside from the practical trade end, the tour was enjoyed very much by the participants.

Maine Pharmacal Co., Portland, Maine, which was organized recently, plans to manufacture toilet goods. Edgar F. Carswell, of Gorham, is one of the directors.

Laurek Soap Mfg. Co., manufacturer of textile soaps, has moved to larger quarters at Howard, Hope and Palmer streets, Philadelphia.

J. H. Squadron, formerly connected with the oil and grease department of Marden, Orth & Hastings Co., is now with Herndon & Co., Inc., dealers in vegetable oils, this city.

Mr. L. H. Gerson, of the Gerson-Stewart Corp., Cleveland, Ohio, was a recent visitor in New York.

The new Chemical Club of Philadelphia, organized by forty manufacturers and jobbers has elected these officers: President, Sylvan H. Hirsch of the National Chemical Products Co.; treasurer, William Thorne of Innis Speiden & Co.; secretary, Hans Geyer of the Jordan Importing Co. A committee was appointed to prepare the program for a series of entertaining and instructive meetings throughout the winter season, as follows:—George F. Applin of the Melinckrodt Co., chairman; John H. Stutt, Jr., of the du Pont Co., and W. H. Davis of Harshaw, Fuller & Goodwin.

Felix Cola & Sonet, works at Maisons-Laffitte, near Paris, manufacturers of raw materials for perfumes, toilet soaps, etc., have opened a New York office at 262 Fulton Street, Brooklyn, in charge of Mr. Maurice Cola, brother of the head of the firm.

Mr. Cola arrived on the *Rochambeau* October 23, and as soon as the affairs of the American branch are adjusted, he will call on the trade. For the last two years he has been in the works of the firm, familiarizing himself with processes of manufacture and production, and will therefore be able to present his goods intelligently.

During the war, he served as interpreter on the staff of Lieut. C. A. Munn, who was intelligence officer of the U. S. Naval Forces, with headquarters at Nantes.

At Murray's in New York on October 23, Fred Fear & Co. celebrated the twenty-fifth anniversary of their incorporation at a luncheon tendered by the office and sales staff. Mr. Oscar L. Gabriel who officiated as toastmaster, in an eloquent speech, brought out the salient point that although corporations as a rule are said to have no soul,

Dr. E. G. Thomssen, with Mrs. Thomssen, returned home from a two months' tour of Europe on the *Aquitania* on October 30. Dr. Thomssen is secretary of the Lightfoot-Schultz Co., soap and toilet preparations manufacturers, Hoboken, N. J., and for several years has conducted our SOAP INDUSTRY SECTION.

Dr. Thomssen thus summarizes the situation in Europe: "The general situation abroad is so involved and uncertain that a statement made one day hardly holds true the next. In general it may be said that conditions are steadily improving.

"In France a slackening of orders was evident and manufacturers eagerly sought new business for prompt delivery. Labor conditions in this country, which never were really very bad, were better than last spring, and though the workingman was determined to have a greater proportion of the riches he creates than before, his efficiency also was greater as was his susceptibility to discipline. Raw materials are more plentiful and the coal supply had greatly increased. In the devastated regions in many places the evidences of modern warfare are entirely obliterated though



TWENTY-FIFTH ANNIVERSARY BANQUET, FRED FEAR & CO.



DR. E. G. THOMSEN

yet the corporation of Fred Fear & Co. was very different, as is emphasized by the fact that so many of the employees have been with the firm covering a period of ten years or more, and in their actions and work have made the office a second home.

At the end of the luncheon, Mr. Gabriel presented to the executives, in the name of the office and sales staff, a silver loving cup, which was a great surprise both to Mr. Fred Fear and Mr. Gabriel Lowenstein, who were very much affected. Mr. Fear and Mr. Lowenstein, in responding, voiced their appreciation of the kindly thought and the good fellowship which was displayed not only on this occasion, but at all times in the organization, and referred to the length of time they had worked together, and the "esprit de corps" which always was shown, and which so materially helped in the building up and successful running of the business. A reception and dance followed at which quite some talent was displayed in the form of singing, violin solos, etc.

Advertisers more than fifty years ago and still in the *Youth's Companion*, Boston, with time of starting: B. T. Babbitt Co., 1865; Burnett Extract Co., 1858.

John E. Fowler, manufacturer of Fowler's fruit flavors, has moved from Richmond, Va., to Rosslyn, Va.

in most regions the reclamation is slow. A good start toward a momentous task, however, has been made.

"In the Grasse section the controversy as to prices between growers and manufacturers continues. The growers seem most unreasonable in most of their claims of cost of production demanding prices far in excess of the increased costs of cultivation. The small distillers of lavender are demanding prices far greater than the increased costs justify and the wholesalers in most cases are refusing to purchase this product at the fantastic figures demanded. It is the consensus of opinion, however, that the zenith of high prices has been reached and that next season will see a general decline.

"In Switzerland the chemical industry is thriving, but with coal coming mostly from America and selling close to \$100 a ton and very little available at that, production is limited. Tourists are lacking, especially free spending American tourists, which has caused the hotels to sustain enormous losses and many are closed entirely. Then, too, the unfavorable rate of Swiss exchange for export has closed or put on part time many factories, especially the watch factories, which operate only 2-3 hours daily. In spite of this prices of general commodities are higher than in the surrounding countries.

"Due to the low rate of German exchange other nations have many travelers in Germany purchasing German goods.

The spirit of commercialism has undoubtedly overcome any prejudice or scruples her former enemies had against the use of German-made goods. One meets in Germany mostly foreign travellers whose purpose is to buy. In all cities visited labor was more reasonable than a few months ago and it was generally predicted there that if manufacturers could obtain coal in sufficient quantities there was enough business in sight to operate their manufacturing plants.

"Belgium, though overcoming huge obstacles through hard, constant work, has made great progress toward 'normalcy.' There was some labor unrest encountered there, but the general tone was most optimistic and it is generally felt that in another year or two things will have reached normal again.

"In London there was a great deal of depression due to England's after-war problems and the Irish revolts. The demonstrations and riots of the unemployed on the opening of the session of Parliament were witnessed by us and while these for a time threatened to be serious the damage occasioned was small. Added to this was the coal strike which for a time threatened to involve the railroad employees, which made predominant a feeling of pessimism everywhere. We were indeed most happy to leave England and to be fortunate enough to obtain passage on the *Aquitania* at the last moment, for the steamer we were scheduled to sail on was taken off, due to being unable to obtain coal. Many were less fortunate than we."

Mr. Robert W. Smith, of Julian W. Lyon & Co., Inc., essential oils, New York, writes from Barcelona, Spain, October 30, where the natives say everything is in "splendid shape," although the postmen and car men are on strike.

The initial advertisement of D. Evans & Company, N. Attleboro, Mass., on page 77, makers of vanity boxes, contains information of interest to every buyer.

The plant of the Aromatic Products Co., Wauwatosa, Wis., was completely destroyed by fire October 13. The company engaged for a number of years in the manufacture of coumarin, and built up a substantial business.

W. G. Peckham, second vice-president and general sales director of the Norwich Pharmacal Co., has been elected president of that corporation, filling the vacancy caused by the death of R. C. Stofer, in September. Mr. Peckham began in the company as an errand boy when 16 years old. Later he had extensive experience with George L. Claflin & Co., Providence, and in Daggett & Miller's laboratory, returning ten years ago to the Norwich company, rising to the post of general manager.

The American Olive Oil Importers' Association of New York City decided at a meeting held in the Woolworth Building on October 27 to have its board of directors compile a brief reciting the situation in the olive oil market in this country and to forward it to officials and shippers in the primary markets of Spain, Italy and France, and probably some other places overseas. The high prices asked by primary markets make the cost of oil here too high for the consumer, it was explained by the members.

The election of officers resulted as follows:—R. V. Delapenha, president; L. J. Sciarcimelli, vice-president; G. F. Romeo, treasurer; C. A. Tosi, secretary. Messrs. Romeo and Tosi were re-elected; the others are serving their first term, which expires in a year. The directors chosen include the above-named and A. Zucca, Louis Weigert, H. W. Caragol, John DeRedon, George O'Hara, H. Brunje, C. Stakas and S. Briones.

S. Briones spoke on conditions in Spain, from where he recently returned. Mr. Delapenha said advices from abroad indicated that there would be no crop to speak of from France; 15,000,000 kilos of oil from Tunis, a large crop in the Levant, but of poor quality, and that the stock would go to Russia. He added that the crop of Spain suffered from dry weather, and half of the anticipated crop was now expected. Spain, he believed, would not lift the embargo before April or May next year, and that it was trying to break the market.

Mr. Zucca stated that cheaper oil could be bought in Italy than in Spain. Mr. O'Hara was inclined to the opinion that stocks in Spain were not heavy. He declared that the importers here never knew until the stock arrived what it would cost them.

G. F. Romeo spoke on the uncertainty of taxation imposed by Spain, the taxes being often subjected to sudden revision. The oil cannot be sold here at the present high prices they are asking in Spain, he added.

Mr. Delapenha suggested that the shippers should be informed in Spain through the trade periodicals, and that similar action should be taken here with respect to France and Italy. The people selling the oil in those countries must be made to understand that they will kill the goose that lays the golden egg if care is not exercised, he said.

Francis Romeo predicted that prices in oil would tumble, and that propaganda of any sort, whether to shippers or others, might be misinterpreted overseas.

B. B. Katz remarked that Spain does not depend upon the United States alone for patronage, as it is selling oil elsewhere. His point was that the importer must consider that fact in making recommendations to Spain.

Mr. O'Hara expressed himself concerning the poor support given by Spanish officials to matters affecting importers.

Mr. Zucca then suggested the memorandum or brief to be sent to the people abroad, recommending that it go to the Departments of Agriculture in France, Italy and Spain, chambers of commerce there, and newspapers in those places. Mr. Brunjes put the matter in the form of a motion, Mr. Katz seconded it and it was carried.

Mr. W. S. Addison, head of the Addison Lithographing Co., Rochester, New York, who lithograph our covers, visited the New York trade recently.

Mr. K. S. Tucker, who has been connected for several years with the National Aniline Chemical Co., and the American Aniline Works, Inc., has joined the staff of Magnus, Mabey & Reynard, Inc., essential oils, drugs and chemicals, 257 Pearl street, New York.

George W. Luft, formerly of the American Druggists' Syndicate, Long Island City, has engaged in the manufacture of pharmaceuticals and perfume materials at 181 Eighth street, Long Island City, Queens Borough.

McCormick & Co., flavoring extracts, spices, etc., Baltimore, Maryland, expect to occupy their new nine-story fireproof reinforced plant about December 1. An illustration of the building was printed in our issue of last February. The structure is being completed at a cost of \$1,500,000 and fronts in three streets. It contains twelve and one-half acres of floor space and is equipped with the most modern facilities and equipment, both for business purposes and for the comfort and health of the numerous employees.

Messrs. George Lueders & Co., essential oil merchants, expect to move on December 1 from their present quarters to their splendid new home, 427-429 Washington street, corner of Vestry street, New York City. The buildings about to be vacated are at 218-220 Pearl street, and 194 Water street, which although large have been outgrown by the firm's increasing business.

The business was started thirty-five years ago at 13 Gold street, this city, by Mr. George Lueders, the present president of the company. Subsequently the firm moved to 213



NEW HOME OF GEORGE LUEDERS & CO.

Pearl street and soon afterward to the larger building at 218-220 Pearl street, which has been its headquarters for more than twenty-eight years.

The new Washington street building, of which we present an illustration, is the last word in fireproof construction and will afford the advantage of wonderful light, for there are 120 windows in this big eight story structure, which houses 50,000 square feet of space. The equipment includes modern facilities and devices which will afford additional advantages in the operation of the business. The new location is one of the finest for the purpose in New York City, affording as it does easy access to shipping, several of the most important freight receiving stations being within a radius of a block of the premises.

Panama Soap Co., which has been incorporated at San Diego, Cal., with capital stock of \$400,000, has chosen these directors: A. F. Baker, W. P. Boardman, A. N. Macrate, S. H. Hostetter, John Campbell, Mrs. D. Day and John H. Bowlby. The company intends to manufacture Panama Gold Medal Mechanic's Soap, which received two gold medal awards at the Panama-Pacific International Exposition at San Francisco in 1915.

Metal Package Corporation announce that they have established their executive and sales offices on the twelfth floor of 509 Fifth avenue, New York. Until the present time these offices have been maintained at the Brooklyn plant, 346 Carroll street, but since the purchase of the Boyle Can Co., Baltimore, and the consequent enlargement and widening of the scope of the business, New York headquarters have become necessary. Phone: Vanderbilt 7246.

Mr. Alfred E. Bruns, president and founder of the business, and Mr. Jules E. Smucker, vice-president and sales manager, will welcome the trade.

The Quartin Manufacturing Co., whose initial advertisement of a new series appears in this issue, was established March, 1918, by Mr. Abraham Quartin. He started in a small loft on 14th street, occupying 1,200 square feet, but the business has grown to such an extent that now, at 179 Wooster street, he occupies 7,500 square feet. There is another factory in Ozone Park, L. I., occupying about 4,000 square feet, and about January 1, a new factory covering about 22,000 square feet will be opened in Woodhaven, L. I.

Mr. Quartin is still a young man, being only thirty-six years of age, and has had fifteen years' experience in this line, having been superintendent of one of the largest paper-teric firms in the country.

Evidently there is much further progress in store for him.

Mr. Chas. Zeller is now chemist for the Abner Royce Co., Cleveland, O. He was formerly salesman for W. J. Bush & Co., Inc., New York, in the Detroit section.

The French Cosmetic Manufacturing Co., Inc., has taken over the business of the Taylor Sherwood Co., Inc., and the necessary papers have been filed in Albany for the dissolution of the latter corporation. Since its organization in January, 1918, the Taylor Sherwood Co. has been engaged in manufacturing powder and rouge compacts of private brands. The dissolving corporation was organized in New Rochelle by Dr. Taylor Sherwood, who, until recently conducted its management. The directors became dissatisfied with the way the business was run, and accountants are said to have discovered irregularities which caused the directors to dispense with the doctor's services. In addition to ousting the old management, the directors obtained an injunction, which by consent was made permanent, forbidding Dr. Sherwood and his associates from making any use of the company's processes and formulas and generally from engaging in the business which the Taylor Sherwood Co. had developed.

Mr. A. Campbell, chemist for the Sanitol Chemical Laboratory Co., St. Louis, is again in first-class health, following his uninterrupted recovery from a severe operation for appendicitis late last spring.

The Owens Bottle Co., Toledo, Ohio, reports a surplus after charges and Federal taxes, for the nine months ended September 30 of \$3,989,360, equivalent after allowing for preferred dividends, to \$7.97 a share on \$10,932,626 common stock, against \$2,422,788, or \$4.95 a share, the same period of 1919. Manufacturing profit and royalties totaled \$3,551,207, an increase of \$1,315,566 over the corresponding period last year. Total net earnings amounted to \$5,120,960, an increase of \$2,155,980.

Negotiations for the taking over of control of the Globe Soap Co., Cincinnati, by Wilson & Co., Inc., Chicago, have been completed and the matter has been submitted to the stockholders of the Globe Soap Co., according to an announcement by George B. Wilson, president of the latter company. At the offices of Wilson & Co., in Chicago, it was stated that the company planned to extend its interests to the soap manufacturing business and to this end had entered into negotiations with the Globe company. Wilson & Co. propose to purchase outright a majority of the Globe soap stock. The latter company is capitalized at \$2,400,000. It is expected that the Globe company, of which Franklin Ives is president, will retain its identity, present management and organization.

Plans for the erection of a new seven story factory at Barrow and Bedford streets, at a cost of \$150,000, are under contemplation by Rigaud, 75 Barrow street.

Mr. A. B. Johnson is now a salesman for the Dicks David Co., manufacturers of dye stuffs and chemicals, New York.

NEW PUBLICATIONS, PRICE LISTS, ETC.

"DYER'S FORMULAE," for use in connection with the season shade card of the Textile Color Card Association of the United States, is received from the National Aniline & Chemical Co., Inc., New York. This is a valuable little pamphlet for the purposes which its title indicates and it should be in the hands of every person concerned in this industry.

LAZELL, Perfumer, Newburg-on-the-Hudson, N. Y., has issued a new catalogue of terms and prices that is a work of art. The various containers of perfumery, toilet preparations and specialties are reproduced handsomely in colors. It really must be seen to be appreciated. Lazell also issues a miniature leaflet of equally attractive design, mentioning only a few of the numerous items covered in the principal catalogue.

DODGE & OLCOTT Co., 87 Fulton street, New York, sends to us its October 22 wholesale price list of essential oils, ethers, flavors, floral waters, perfumery synthetics, oleo resins, and other articles useful in the manufacture of perfumery, soaps, flavoring extracts, barbers' supplies, etc. The firm gives quite some attention to vanilla beans.

U. S. INDUSTRIAL CHEMICAL Co., 27 William street, New York, supplies to those interested a price leaflet of refined chemicals for scientific purposes, including absolute methyl, amyl and other alcohols, acetates, ethers and kindred commodities.

FELIX COLA & SONET, Paris, send to us their October price list of flower essences and other specialties.

"BOTTLING AND PACKING ENGINEER," 2511 West Park avenue, Chicago, Ill., is at hand, being a journal devoted to bottling devices and machinery.

GOMEZ & SLOAN, INC., 244 Water street, New York.—We are indebted for a neat October calendar.

COMPANIA ESPANOLA DE ESSENCES, S. A., Barcelona, has forwarded to us its price list of fruit essences, perfumers' materials and toilet waters.

"EXPERT SERVICE IN EVERY PHASE OF REAL ESTATE HANDLING," being a neat pamphlet, announcing that the Charles F. Noyes Co. has moved into its fine new home at 118 William street, New York, goes considerably further and tells the reader the secrets of the wonderful success made by this firm in the real estate business in New York

City, especially in the wholesale chemical, perfume and drug district in lower Manhattan. Established in 1911 Mr. Noyes has carried his firm along in a remarkable way, until he has divided it into specialties of the various branches such as agency, selling, renting, mortgages, appraising, etc., with experts available in each for clients. The new home, made necessary by the growth of the firm, represents a \$300,000 investment.

NEW INCORPORATIONS.

Benzola Co., Manhattan Borough, New York City, toilet articles, 100 shares preferred stock, \$100 each; 400 common, no par value; active capital, \$12,000; has been incorporated by D. S. and F. T. Horton, F. M. Stage, 620 West 152d St.

Warsaw Bros., perfumers, Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by D. Freiburger, L. J. Land, P. H. Warsaw, 730 Marcy Ave., Brooklyn.

Robert Y. Barrows, Inc., Newark, N. J., to deal in toilet articles and metal novelties, \$20,000 capital stock, has been incorporated by Robert Y. Barrows, Rutherford; George H. Harman, Montclair; Russell Fleming, Plainfield.

Absorbent Soap Co., Inc., \$100,000 capital stock; has been incorporated in Delaware by S. E. Dill and other local Wilmington corporation agents.

Pitt Soap Co., Boston, has been incorporated in Massachusetts with \$100,000 capital stock.

Ori Dent Co., Inc., Manhattan Borough, New York City, dental creams, etc., \$100,000 capital stock, has been incorporated by W. K. Tichenor, 157 West 123d St., New York City, and others.

Maxon Laboratories, Manhattan Borough, New York City, flavoring extracts and food colorings, \$20,000 capital stock, has been incorporated by J. B. and L. A. McDonough, H. Butler, 97 Ryerson St., Brooklyn.

Empire Sanitary Co., Manhattan Borough, New York City, cleaning supplies, \$5,000 capital stock, has been incorporated by D. C. Caplan, S. L. Bleyer, M. A. Munblatt, 900 4th Ave., Brooklyn.

Coralia Mfg. Co., toilet preparations, \$250,000 capital stock, has been incorporated in Delaware by M. Lucey and others, of Wilmington.

William R. Warner & Co., \$2,300,000 capital stock, have been incorporated in Delaware by Henry Pfeiffer, Gustavus A. Pfeiffer, New York; Garfield D. Merner, Universal City, Mo.

Carom & Brenner, Manhattan Borough, New York City, make emulsions and flavoring extracts, \$20,000 capital stock, has been incorporated by G. A. Honnecker, N. H. Brenner, M. Garo, 66 Lenox Ave.

Budnick Paper Box Co., Manhattan Borough, New York City, \$10,000 capital stock, has been incorporated by A. E. Pollock, A. Postroff, M. Eserer, 1159 President St., Brooklyn.

Home Products Co., manufacturer soap, perfumes, &c., \$325,000 capital stock, has been incorporated in Delaware by Joseph Harris, May Mayer, Arthur Neale, New York.

Veron Synthetic Chemical Corp., Queens Borough, New York City, \$15,000 capital stock, has been incorporated by F. A. Hultz, S. Soled, C. R. Meltor, 294 Pearl St., New York City.

Ionic Special Products Co., 321 North Sheldon street, Chicago, Ill., dealer in essential oils and perfumers' and

soapmakers' supplies, has been incorporated by J. H. Neuman, president and treasurer; James W. Peck, vice-president and W. G. Sibbach, secretary.

Freeman Perfume Co., Norwood, O., \$25,000 capital stock, has been incorporated by R. L. Pope, M. L. Buchwalter, S. A. Headley, Alice Meyer and H. N. Smith.

Indiana Soap Co., Evansville, Ind., \$50,000 capital stock, has been incorporated by David G. Ulrey, John D. LaCroix and August Barth.

Lang Chemical Works, manufacturer soaps, \$200,000 capital stock, has been incorporated in Delaware by Franklin L. Mettler, M. E. Mettler, P. M. Gulky, Wilmington.

Ritz Chemical Corp., Manhattan Borough, New York City, \$50,000 capital stock, has been incorporated by F. G. and J. Duffy, F. S. Jameson, West New Brighton.

Cordiano Bros., Manhattan Borough, New York City, make tin and paper cans, \$25,000 capital stock, has been incorporated by L. L. Papera, C. and D. Cordiano, 1448 74th St., Brooklyn, N. Y.

Dentists Co-operative Association, Manhattan Borough, New York City, make dental supplies and instruments, \$250,000 capital stock, has been incorporated by A. H. Rosenbaum, H. Ausubel, A. M. Rand, 2105 Daly avenue, Bronx, New York City.

W. H. & F. Jordan, Jr., Mfg. Co., Philadelphia, Pa., textile soaps, oils, chemicals and specialties, has been incorporated by Canfield Jordan, W. J. McBride, M. C. McGrath and Augustus W. Jordan.

Arizona Salts Products Co., manufacturer of dyes and laundry supplies, \$450,000 capital stock, has been incorporated in Delaware by Robert K. Thistle, Harry C. Hand, A. Roy Myers, New York.

James Good, Inc., to manufacture soaps, etc., \$150,000 capital stock, has been incorporated in Delaware.

IN MEMORIAM FOR DEPARTED FRIENDS.

ALEXANDER, JOHN, with Woodworth, perfumer, New York and Rochester, for 62 years, November, 1917.

ALLEN, WILLIAM C., of Stafford Allen & Sons, essential oils, London, England, November, 1908.

BOOTH, EMERY T., perfumer, New York, November, 1911.

BROMUND, ERNEST A., manufacturer of wax products, New York, November, 1918.

BUEDINGEN, CARL, Buedingen Box & Label Co., Rochester, N. Y., November, 1908.

CUDAHY, MICHAEL, soaps, Chicago, November, 1910.

ECKERT, EDWIN G., flavoring extracts manufacturer, Hanover, Pa., November, 1914.

GATTEFOSSÉ, ROBERT, perfume expert and author, Lyons, France, died in the service, November, 1918.

GOWANS, JAMES H., of the Gowans Soap Co., Buffalo, N. Y., November, 1910.

HECKMAN, W. E., soaps, Covington, Ky., November, 1914.

HOVENDEN, ROBERT, manufacturer of toilet preparations, etc., London, England, November, 1908.

JAMES, DARWIN R., of D. R. James & Bro., flavoring extracts, etc., New York, November, 1908.

JOHNSON, ALBERT L., vice-president A. A. Vantine & Co., Inc., New York, November, 1917.

KELLER, JOHN H., Keller Soap Works, New Orleans, La., November, 1908.

KEMP, JAS. H., soaps, Cambridge, Mass., November, 1914.

KILLEEN, WM. H. R., brother of E. V. Killeen, vice-president of Geo. Lueders & Co., New York, November, 1918.

KLINE, MAHLON N., of Smith, Kline & French Co., perfumery, drugs, etc., Philadelphia, Pa., November, 1909.

LANDER, THOMAS ALBERT, perfume manufacturer, Brooklyn, N. Y., November, 1908.

LAYAT, JOSEPH M., perfumer, St. Louis, November, 1913.

LEMERCIER, M., perfumer, November, 1908.

MAGNUS, PERCY C., of Magnus, Mabee & Reynard, essential oils, New York, November, 1916.

MARSH, CALEB W., one of the founders of the Goodwill Soap Co., Lynn, Mass., November, 1919.

SCHAEFFER, JACOB G., president Schaeffer Bros. & Powell Mfg. Co., soaps, St. Louis, November, 1917.

SCHMIDT, PHILIP, La Crosse (Wis.) Soap Works, November, 1907.

SPIEHLER, ADOLPH, of A. M. Spiehler, Inc., perfumes, Rochester, N. Y., November, 1909.

THOMAS, VINCENT B., president of Harriet Hubbard Ayer, Inc., New York, November, 1918.

TWITCHELL, SELDEN, of S. Twitchell & Co., soda water flavors, Philadelphia, November, 1917.

VOSBURGH, ERNEST A., manufacturer of toilet articles, Chicago, November, 1919.

WARREN, ALBERT C., secretary Warren Bros. Soap Co., Boston, Mass., November, 1916.

WELCH, JAMES H., long identified with the soap materials industry, New York, November, 1915.

WERK, CASIMER L., son of Michael Werk, founder of the M. Werk Soap Co., Cincinnati, Ohio, November, 1919.

WIEHLE, ROBERT, soaps, Ironton, Ohio, November, 1913.

ZECH, CONRAD, secretary and treasurer of the Henderson Lithographing Co., Cincinnati, Ohio, November, 1918.

Charles A. Tatum

Charles A. Tatum, president of the Whitall-Tatum Company of New York and Philadelphia, died November 13 at his country home, Indian Spring Farm, near Middletown, N. J., aged seventy-two years. Cerebral hemorrhage was the cause of death after a few days of illness. He is survived by one son, Frederick C. Tatum. For a hundred years the Quaker families of Whitall and Tatum have been friends and partners in the manufacture of glass, with extensive works at Millville, N. J., and branches in Australia, Argentina and other countries. Mr. Tatum's New York residence was at No. 162 West 54th street.

Obituary Notes

Percy B. Taylor, Newark, N. J., consulting engineer, specializing in chemical plants, died, October 21, after many months' illness due to heart trouble. Mr. Taylor was born at Manchester, England, May 26, 1865, and came to this country in 1873. Mr. Taylor has executed extensive and important work for many local chemical companies. Kenneth H. Taylor will continue his father's business with Robert Bolton.

Charles Ernest Acker, a noted chemist, who was formerly vice-president of the Acker Process Company of Niagara Falls, died October 18 at his home in Ossining at the age of 52. He held forty-five American and foreign patents for his inventions, among them that for the electrolytic process of making caustic soda, a discovery that won the Elliott Cresson gold medal of the Franklin Institute.

News Permeates Every Page.

The text pages of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW do not contain all of the news. You must read the advertising pages also to get the full benefit.

PATENTS AND TRADE MARKS

 56427	 111469 VERA 123318	 115729	 120304	 121503	 125012	WYATTINE 125820	
 1256837	 123464 Coma TRADE MARK	 123428	Marjen 126692	 127658	FAB 128594	 VALORE 122574	 122942
 127558	 129561 Vi-Ve	 126961	Coretta del Rose 127579	 LIGHTNING 121974	KULUX 129758	 130228	 129633
 1277990	 1277412	 120463	VELOF 130162	 130685	 LORAZEL 132919	 130046	 130037
 1277411	 131567	 132102	 132989	 132469	 133197	 130283	 133640
 133193	 133171	 133128	 133351	 133421	 135834	 130283	 133640
 134390	 134204	 134736	 134011	 135202	 135834	 130283	 133640

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade-marks illustrated are described under the heading "Trade Mark Registrations Applied for," and are those for which registration has not yet been granted.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT.,
Perfumer Pub. Co. 14 Cliff St., New York.

TRADE-MARK REGISTRATIONS APPLIED FOR.

111,469.—West Coast Soap Co., Oakland, Calif. (Filed June 10, 1918. Used since Jan. 15, 1918.)—Laundry Soap.
115,729.—Henry C. Hartung, Clarkston, Wash. (Filed Feb. 10, 1919. Used since Jan. 15, 1919.)—A Soap Compound.

120,304.—Solomon Neiman, New York, N. Y. (Filed July 7, 1919. Used since July 5, 1917.)—Astringent for Relaxed Tissues, Skin-Lotion, Liquid Complexion-Powder; Cream Joselin (Greaseless Cream); Cream Rezedaz (Vanishing Cream for Wrinkles.)

121,503.—The J. B. Williams Co., Glastonbury, Conn.

(Filed Aug. 9, 1919. Used since on or about Aug. 4, 1919.)—Shaving Soap.

122,318.—Strohmeyer & Arpe Co., New York, N. Y. (Filed Sept. 4, 1919. Used since 1909.)—Olive-Oil.

122,566.—Emerson Soap Co., Dixon, Ill. (Filed Sept. 11, 1919. Used since Apr. 10, 1919.)—Soap.

122,594.—Courmalis & Co., New York, N. Y. (Filed Sept. 12, 1919. Used since July, 1919.)—Olive-Oil.

122,942.—Peggy Hoyt, Inc., New York, N. Y. (Filed Sept. 20, 1919. Used since Jan. 12, 1916.)—Perfume, Toilet Water, Cold-Cream, Face-Powder, Talcum Powder, Sachet-Powder.

123,428.—Cosma & Figli, Milan, Italy. (Filed Oct. 4, 1919. Used since May, 1919.)—Olive-Oils.

123,464.—Charles Trapani, Greenwich, Conn. (Filed Oct. 4, 1919. Used since July 1, 1919.)—Hair-Tonic.

125,012.—Naamlouze Vennootschap Oliefabrieken Insulinde, Amsterdam, Netherlands. (Filed Nov. 17, 1919. Used since May 1, 1919.)—Edible Oils, Edible Fats, Vegetable Butter, and Residues of Oil and Fats, viz., Scales and Shot. Used as Foods or as Ingredients of Foods.

125,820.—S. E. Wyatt, Birmingham, Ala. (Filed Dec. 10, 1919. Used since Nov. 28, 1919.)—Tonics and Dressings for the Treatment of the Hair and Scalp and Massage-Cream for the Treatment of the Skin.

126,692.—The Marjen Co., Chicago, Ill. (Filed Dec. 31, 1919. Used since Oct., 1916.)—Cream, Such as Cold-Cream; Dermatone Cream, Suitable for Clearing the Complexion; Healing-Cream for Healing Unsightly Blemishes;

Whitening-Cream for Whitening and Softening the Skin; Liquid Cream for Whitening and Softening the Skin and Also for Treating Chapped Surfaces; Complexion-Soap, Benzoated Astringent for Closing the Pores and Invigorating the Skin; White Salve for Stopping Falling Hair; Yellow Tonic for Treating the Scalp When the Hair Is Oily; Gray-Hair Eradicator for the Purpose of Stimulating the Growth of the Hair in Its Natural Color; Hair-Tonic for Scalp Treatment; Liquid Shampoo for Cleansing the Hair Without Injuring the Texture Thereof in Any Manner; Talcum-Powder and Complexion-Powder, All of Which May Be Used for Massage and Toilet Purposes.

126,961.—Raymond E. Hoyt, Los Angeles, Calif. (Filed Jan. 9, 1920. Used since Oct. 6, 1919.)—Soap in the Form of a Paste.

127,579.—Agnellus J. Dahlheimer, St. Louis, Mo. (Filed Jan. 26, 1920. Used since Aug. 12, 1919.)—A Complexion-Powder.

127,658.—Taichi Nakayama, Minami-ku, Osaka, Japan. (Filed Jan. 27, 1920. Used since Oct., 1916.)—Toilet Articles, Comprising Perfumed Hair-Oils, Creams for the Skin and Hair, Perfumeries, Face-Powders and Rouges, and Tooth-Powders.

128,594.—Colgate & Co., Jersey City, N. J. (Filed Feb. 19, 1920. Used since Jan. 29, 1920.)—Soaps.

128,974.—La France Manufacturing Co., Cincinnati, Ohio. (Filed Feb. 27, 1920. Used since Oct. 9, 1916.)—A Liquid Detergent for Cleaning Wearing-Apparel and the Like.

129,251.—Richard K. Sobrian, Detroit, Mich. (Filed Mar. 4, 1920. Used since Nov. 1, 1919.)—Hair-Tonic and Hair-Grower.

129,561.—Robert B. Maclin, Birmingham, Ala. (Filed Mar. 11, 1920. Used since Aug. 14, 1919.)—A Remedy for the Scalp and for the Hair, Used for the Treatment of Eczema, Tetter, and Dandruff, Cleansing the Hair and Promoting Its Growth.

129,633.—Arthur L. Hill, New York, N. Y. (Filed Mar. 13, 1920. Used since Dec. 22, 1919.)—Cleansing-Cream, a Pharmaceutical Preparation Composed of Wax and Oils, To Be Used As a Cleansing-Cream for the Face and Skin, to Massage, Invigorate, and Cleanse the Skin; Witch-Hazel Cream, a Pharmaceutical Preparation Composed of Wax, Stearic Acid and Oils, To Be Used As a Finishing and Protection Cream for the Face and Skin; Liquid Powder, a Pharmaceutical Preparation Composed of Oxide of Zinc, Rose-Water, Bay-Rum, and Glycerin, To Be Used As a Toilet Cream Lotion to Whiten and Protect the Skin; Cream-Rouge, a Pharmaceutical Preparation Composed of Wax and Oils, To Be Applied to the Skin to Give Color to the Face and Skin.

129,926.—Lexey B. Ellis, Jr., Memphis, Tenn. (Filed Mar. 19, 1920. Used since Feb. 10, 1920.)—Tooth-Paste.

129,958.—Mae Edna Wilder, Rochester, N. Y. (Filed Mar. 19, 1920. Used since Jan. 1, 1908.)—Lotion for Treating the Complexion.

130,037.—Hertz & Williams, Santa Cruz, Calif. (Filed Mar. 22, 1920. Used since June 10, 1919.)—A Skin-Lotion.

130,046.—The Klinker Manufacturing Co., Cleveland, Ohio. (Filed Mar. 22, 1920. Used since Dec., 1919.)—Cocoa-Butter Cream.

130,162.—John W. Foley, Amador City, Calif. (Filed Mar. 25, 1920. Used since Dec. 31, 1917.)—Complexion-Cream, Dental Cream.

130,228.—Ernest Loewenstern, Madrid, Spain. (Filed Mar. 26, 1920. Used since Mar. 25, 1914.)—Perfumes.

130,253.—Solferino Zampini, New York, N. Y. (Filed Mar. 26, 1920. Used since Oct. 10, 1918.)—A Preparation for the Treatment of the Scalp and Hair to Combat Baldness.

130,541.—Joseph M. Lynch, St. Louis, Mo. (Filed Apr. 2, 1920. Used since Feb. 1, 1920.)—Medicated Toilet Powder.

130,685.—John Novak Co., Chicago, Ill. (Filed Apr. 5, 1920. Used since May 9, 1911.)—Pomade in Paste Form for Treatment of the Hair; Liquid Hair-Tonic; Cream for Treatment of the Skin; Liquid Cream for Chapped Skin.

130,863.—A. A. Vantine & Co., Inc., New York, and Long Island City, N. Y. (Filed Apr. 8, 1920. Used since Mar. 1, 1920.)—Toilet Water, Perfume Extract, Sachet and Talcum Powder.

131,567.—Edmund Dante Cutino, Kansas City, Mo. (Filed Apr. 24, 1920. Used since Mar. 5, 1918.)—Face-Powder, Lip-Rouge, Eyebrow-Pencil, Cuticle-Remover, Nail-Polish, and Rouge.

132,102.—The Metal Lubricant Co., Philadelphia, Pa. (Filed May 6, 1920. Used since Jan., 1919.)—A Soap Oil for Cleansing, Fulling, and Scouring Textile Fabrics, Said Oil Being Composed of Animal and Vegetable Oils.

132,251.—Frank J. Hawkins, Dallas, Tex. (Filed May 10, 1920. Used since about Feb. 1, 1920.)—A Bleach and Toilet Cream, Particularly for Use by Colored Persons.

132,469.—George D. Hofe, South Orange, N. J. (Filed May 15, 1920. Used since Apr. 10, 1920.)—Toilet Preparations, viz., Depilatories.

132,919.—Aloysius R. Gafney, Brooklyn, N. Y. (Filed May 25, 1920. Used since Mar. 1, 1920.)—Mouth-Wash.

132,989.—Ethel D. Davis, Pittsburgh, Pa. (Filed May 26, 1920. Used since Mar. 30, 1920.)—Washing and Cleaning Powder.

133,128.—Cuttner Chemical Co., Eau Claire, Wis. (Filed June 1, 1920. Used since Jan. 1, 1919.)—A Skin-Lotion.

133,171.—Tersin Products Co., Red Bank, N. J. (Filed June 1, 1920. Used since Sept. 1, 1919.)—An Antiseptic Deodorant, Disinfectant, and Germicide Ointment.

133,193.—Antonie L. Schreiber, Baltimore, Md. (Filed June 2, 1920. Used since Mar. 15, 1920.)—Hair-Restorer.

133,197.—Rafael Garcia Anguera, Brownsville, Tex. (Filed June 3, 1920. Used since about Apr. 15, 1920.)—Hair-Salve.

133,351.—The Dryzol Chemical Co., Buffalo, N. Y. (Filed June 7, 1920. Used since June 4, 1920.)—A Skin-Lotion.

133,421.—Joseph Kenry Karp, New York, N. Y. (Filed June 8, 1920. Used since May 1, 1919.)—Hair-Bleach.

133,640.—Joshua Edward Vaughn, Los Angeles, Calif. (Filed June 12, 1920. Used since Jan., 1920.)—A Powder Used to Soften and Perfume Water.

134,011.—Franklin W. Cheek, Tracy City, Tenn. (Filed June 22, 1920. Used since about May 1, 1914.)—Cold-Cream, Massage Cream, and Toilet Cream.

134,073.—The La Valliere Co., New Orleans, La. (Filed June 23, 1920. Used since June 16, 1920.)—A Semi-medical Toilet Preparation, viz., an Antiseptic Skin Emollient or Ointment.

134,204.—Gilbert C. Lee, Los Angeles, Calif. (Filed June 25, 1920. Used since Aug., 1918.)—Compounds for Cleansing Hands.

134,390.—Southern Olive Oil Co., New York, N. Y. (Filed June 29, 1920. Used since Dec. 1, 1919.)—Olive-Oil.

134,736.—The Tisco Co., Chicago, Ill. (Filed July 8, 1920. Used since 1915.)—Flavoring Materials for Foods.

135,202.—A. Escudero & Co., Inc., San Juan, Porto Rico. (Filed July 20, 1920. Used since Dec. 1, 1919.)—Laundry Soap.

135,834.—Aveco Products Co., Chicago, Ill. (Filed Aug. 6, 1920. Used since Dec. 1, 1918.)—A Food-Flavoring Extract of Vanilla Compound.

136,153.—George W. Emerson, Washington, D. C. (Filed Aug. 16, 1920. Used since May 1, 1920.)—A Mouth Wash and Lotion.

TRADE-MARK REGISTRATIONS GRANTED.

135,598.—Certain Named Toilet Preparations. George F. Batchelder, Chicago, Ill. Filed January 10, 1920. Serial No. 126,984. Published May 4, 1920.

135,624.—Certain Named Toilet Preparations. Joseph H. Calisher, New York, N. Y. Filed January 20, 1920. Serial No. 127,355. Published May 11, 1920.

135,647.—Shaving-Creams for Use Before Shaving. De Luxe Brush Company, Wilmington, Del., and Philadelphia, Pa. Filed March 6, 1920. Serial No. 129,309. Published June 15, 1920.

135,671.—White Laundry Soap. The Federal Soap Company, Columbus, Ohio. Filed November 12, 1919. Serial No. 124,787. Published June 15, 1920.

135,677.—Washing-Powder. C. B. Garnett, Denver, Colo. Filed May 1, 1920. Serial No. 131,903. Published June 8, 1920.

135,678.—Certain Named Washing Compound. Loyal F. Garriss, Jackson, Mich. Filed November 21, 1919. Serial No. 125,160. Published May 25, 1920.

- 135,688.—Soap. A. P. Hayter, Greenville, Tex. Filed April 15, 1920. Serial No. 131,172. Published June 8, 1920.
- 135,705.—Certain Named Toilet Preparations. Richard Hudnut, New York, N. Y. Filed October 31, 1919. Serial No. 124,406. Published April 27, 1920.
- 135,721.—Medicinal Preparation to be Used as a Dentifrice. Margaret A. Kelly, San Francisco, Calif. Filed November 12, 1919. Serial No. 124,795. Published May 4, 1920.
- 135,729.—Soap and Shaving-Soap in Cream Form. Lehn & Fink, Inc., New York, N. Y. Filed April 20, 1920. Serial No. 131,394. Published June 15, 1920.
- 135,744.—Olive-Oil. Daniel Mangrané, Barcelona, Spain. Filed March 25, 1919. Serial No. 116,887. Published June 15, 1920.
- 135,745.—Olive-Oil. Daniel Mangrané, Barcelona, Spain. Filed March 25, 1919. Serial No. 116,888. Published June 15, 1920.
- 135,746.—Certain Named Toilet Preparations. Marshall Field & Company, Chicago, Ill. Filed November 3, 1919. Serial No. 124,488. Published May 25, 1920.
- 135,841.—Certain Named Toilet Preparations. V. Vivaudou, Inc., New York, N. Y. Filed January 7, 1920. Serial No. 126,915. Published April 27, 1920.
- 135,859.—Certain Named Toilet Preparations. The Zelda Sales Company, Wilmington, Del. Filed December 1, 1919. Serial No. 125,482. Published April 27, 1920.
- 135,890.—Cologne. B. Altman & Co., New York, N. Y. Filed February 19, 1920. Serial No. 128,584. Published June 15, 1920.
- 135,951.—Hair-Cream. Charles A. Clements, Newark, N. J. Filed February 25, 1920. Serial No. 128,881. Published June 15, 1920.
- 135,962.—Face-Cream. Co-Operative Drug Company, Incorporated, Philadelphia, Pa. Filed September 2, 1919. Serial No. 122,237. Published June 8, 1920.
- 135,980.—Washing Compounds. John Elliot, Keene, N. H. Filed January 13, 1920. Serial No. 127,090. Published June 22, 1920.
- 135,987.—Preparation Used in the Treatment of the Skin and Hair. Henry Evans, Waco, Tex. Filed December 20, 1919. Serial No. 126,276. Published July 27, 1920.
- 136,000.—Soap for Personal Use and Laundry Purposes. E. Fougera & Co., New York, N. Y. Filed March 30, 1920. Serial No. 130,364. Published June 22, 1920.
- 136,002.—Shaving-Lotion and Shampoo. Milton Arthur Frost, San Antonio, Tex. Filed September 15, 1919. Serial No. 122,692. Published June 15, 1920.
- 136,016.—Preparation for the Treatment of the Hair and Scalp. Franklin A. Gray, Kansas City, Mo. Filed February 27, 1920. Serial No. 128,962. Published June 15, 1920.
- 136,018.—Olive-Oil. Greek and Syrian Company, Inc., New York, N. Y. Filed November 12, 1919. Serial No. 124,789. Published June 22, 1920.
- 136,035.—Hair-Dressing Having No Quinine. C. E. Hoffman Company, Dallas, Tex. Filed February 24, 1920. Serial No. 128,779. Published June 15, 1920.
- 136,039.—Canned Hair Preparation. Josephine Holloway, Philadelphia, Pa. Filed April 30, 1919. Serial No. 118,010. Published June 29, 1920.
- 136,109.—Skin-Cream. Margaret Morgan, Milwaukee, Wis. Filed February 24, 1920. Serial No. 128,795. Published June 15, 1920.
- 136,154.—Chemical Compound Used as a Cleaner. The Pioneer Chemical & Mfg. Co., Cleveland, Ohio. Filed March 16, 1920. Serial No. 129,802. Published June 15, 1920.
- 136,184.—Certain Named Toilet Preparations. Seligman and Latz, New York, N. Y. Filed December 30, 1919. Serial No. 126,654. Published May 18, 1920.
- 136,191.—Soap, Soap Jelly, Soap Powder, and Soap Flakes. Gerald N. Smith, Pittsburgh, Pa. Filed April 20, 1920. Serial No. 131,403. Published June 22, 1920.
- 136,223.—Shaving-Cream. Trade Laboratories, Inc., Newark, N. J. Filed March 28, 1919. Serial No. 116,998. Published December 23, 1919.
- 136,236.—Shaving-Cream. A. A. Vantine & Co., Inc., New York and Long Island City, N. Y. Filed April 10, 1920. Serial No. 130,997. Published June 15, 1920.
- 136,242.—Certain Named Toilet Preparations. V. Vivaudou, Inc., New York, N. Y. Filed January 7, 1920. Serial No. 126,916. Published April 27, 1920.
- 136,254.—Soap Chips. West Coast Soap Co., Oakland, Calif. Filed April 15, 1920. Serial No. 131,195. Published June 22, 1920.
- 136,255.—Washing-Powder. West Coast Soap Co., Oakland, Calif. Filed April 15, 1920. Serial No. 131,196. Published June 22, 1920.
- 136,261.—Shampoo-Soap in Liquid and Solid Form. Wildroot Co., Inc., Buffalo, N. Y. Filed April 15, 1920. Serial No. 131,197. Published June 22, 1920.
- 136,264.—Soft Soap. William Wunsch, Brooklyn, N. Y. Filed March 21, 1917. Serial No. 102,327. Published June 22, 1920.
- 136,265.—Certain Named Food Flavorings. The Youngstown Chemical Co., Youngstown, Ohio. Filed March 25, 1920. Serial No. 130,188. Published June 15, 1920.
- 136,279.—Hair-Straightener Paste. Giles T. Young, Philadelphia, Pa. Filed February 13, 1920. Serial No. 128,379. Published July 20, 1920.
- 136,283.—Olive-Oil. Juan Mangrané Adell, Tortosa, Spain. Filed November 5, 1919. Serial No. 124,561. Published June 29, 1920.
- 136,312.—Perfumes. Erwin H. Baker, San Jose, Calif. Filed February 20, 1920. Serial No. 128,648. Published June 15, 1920.
- 136,320.—Olive-Oil. L. Benjamin & Sons, New York, N. Y. Filed March 26, 1920. Serial No. 130,199. Published July 6, 1920.
- 136,341.—Tooth Powder and Paste. Stanley Burns, Montreal, Canada. Filed September 21, 1917. Serial No. 106,358. Published June 10, 1919.
- 136,347.—Certain Named Toilet Preparations. Joseph H. Calisher, New York, N. Y. Filed May 7, 1919. Serial No. 118,220. Published September 9, 1919.
- 136,369.—Certain Named Toilet Preparations. Chernoff Company, San Francisco, Calif. Filed January 28, 1919. Serial No. 115,496. Published August 3, 1920.
- 136,376.—Hair-Cream. Charles A. Clements, Newark, N. J. Filed February 25, 1920. Serial No. 128,880. Published June 15, 1920.
- 136,420.—Shaving-Powder, Shaving-Soap, Shaving-Paste, Auto-Soap, Toilet Soap, Steel-Wool, Shoe-Polish. Albert C. Fischer, Chicago, Ill. Filed April 8, 1920. Serial No. 130,821. Published June 29, 1920.
- 136,425.—Skin-Lotion. Arthur O. Freedman, Boston, Mass. Filed June 4, 1919. Serial No. 119,189. Published October 28, 1919.
- 136,445.—Laundry and Toilet Soaps, Soap Powder, Soap Flakes, Scouring-Powder, and Metal-Polish. Grand Union Tea Co., Brooklyn, N. Y. Filed November 14, 1919. Serial No. 124,894. Published July 13, 1920.
- 136,452.—Toilet Soap. Haskins Bros. & Company, Sioux City, Iowa, and Omaha, Nebr. Filed May 25, 1920. Serial No. 132,929. Published July 13, 1920.
- 136,466.—Certain Named Preparations for the Hair and Toilet. C. E. Hoffman Company, Dallas, Tex. Filed February 24, 1920. Serial No. 128,778. Published June 15, 1920.
- 136,478.—Certain Named Medicinal and Toilet Preparations. Frederick F. Ingram Company, Detroit, Mich. Filed January 23, 1920. Serial No. 127,511. Published June 22, 1920.
- 136,500.—Soap. Harry A. Knapp, Brooklyn, N. Y. Filed April 27, 1920. Serial No. 131,706. Published July 13, 1920.
- 136,507.—Soap. Lange Soap Co., San Antonio, Tex. Filed August 29, 1919. Serial No. 122,126. Published May 11, 1920.
- 136,510.—Certain Named Medicinal Pharmaceutical, and Toilet Preparations. Lebro Mfg. Co., Pittsburgh, Pa. Filed December 16, 1919. Serial No. 126,132. Published August 10, 1920.
- 136,514.—Toilet Cream. Florence N. Lewis, New York, N. Y. Filed June 24, 1918. Serial No. 111,775. Published November 12, 1918.
- 136,540.—Toilet Soap, Shaving-Soap, Shaving-Cream for Use Before Shaving, Shampoo-Soap, and Metal-Polish. The Mills Brothers Company, Cincinnati, Ohio. Filed May 1, 1920. Serial No. 131,911. Published June 22, 1920.
- 136,579.—Hair-Shampoo. H. S. Peterson & Co., Chicago,

Ill. Filed January 31, 1920. Serial No. 127,832. Published June 22, 1920.

136,586.—Hair-Powder for Dry Shampooing. Emma R. Plummer, Urbana, Ohio. Filed January 29, 1920. Serial No. 127,738. Published June 8, 1920.

136,629.—Hair-Restorers. Henry Benton Smith. Elmwood Place, Ohio. Filed January 30, 1920. Serial No. 127,784. Published June 8, 1920.

136,659.—Flavoring Compounds for Foods. The Synvita Products Company, Lima, Ohio. Filed March 27, 1920. Serial No. 130,297. Published June 22, 1920.

136,705.—Certain Preparation for the hair and scalp. Lillie H. Williams, Helena, Ark. Filed January 25, 1917. Serial No. 100,948. Published Sept. 24, 1918.

136,761.—Face-Creams, Peroxid Creams, Night Creams, Talcum Powders, Face-Powders, Perfumes and Toilet Waters. The Boyd Manufacturing Company, Inc., Birmingham, Ala. Filed October 20, 1919. Serial No. 123,957. Published July 27, 1920.

136,772.—Cleaning Compound. Benj. H. Chandler, Cleveland, Ohio. Filed April 15, 1919. Serial No. 117,476. Published July 27, 1920.

136,777.—Laundry Compounds in Powdered Form. Robert Cleary, Portland, Oreg. Filed October 8, 1919. Serial No. 123,533. Published June 1, 1920.

136,782.—Vegetable Oils. Commercial Refining Co., Charleston, S. C. Filed May 7, 1920. Serial No. 132,136. Published July 20, 1920.

136,787.—Certain Named Medicinal, Toilet, and Pharmaceutical Preparations. Davies, Rose & Co., Ltd., Boston, Mass. Filed September 5, 1919. Serial No. 122,345. Published July 27, 1920.

136,797.—Soap. Empire Soap Company, New York, N. Y. Filed March 8, 1919. Serial No. 116,411. Published September 30, 1919.

136,806.—Flavoring Substance—Namely, Flavoring-Powders. Richard Frank, New York, N. Y. Filed January 8, 1920. Serial No. 126,926. Published July 20, 1920.

136,814.—Soap. William T. Gillett, Tillamook, Oreg. Filed June 3, 1920. Serial No. 133,209. Published July 13, 1920.

136,819.—Certain Named Toilet Preparations; Soda, Lump-Starch, Cream of Tartar, Ammonia, and Laundry Blue. Grand Union Tea Co., Brooklyn, N. Y. Filed November 14, 1919. Serial No. 124,890. Published August 3, 1920.

136,845.—Skin-Cleansing Tonic and Massage Cream. Alfred J. Krank, St. Paul, Minn. Filed June 18, 1918. Serial No. 111,730. Published July 27, 1920.

136,882.—Face-Powders and Rouges in Compact Form. Northam Warren Corporation, New York, N. Y. Filed February 2, 1920. Serial No. 127,865. Published June 22, 1920.

136,893.—Skin-Lotion. Jose M. Pendas, New York, N. Y. Filed September 10, 1919. Serial No. 122,547. Published July 27, 1920.

136,920.—Soap. Saberton Mfg. Co., Tampa, Fla. Filed February 24, 1920. Serial No. 128,867. Published July 24, 1920.

136,975.—Talc. Victor Vivaudou, New York, N. Y. Filed May 31, 1918. Serial No. 111,284. Published July 27, 1920.

136,997.—Laundry-Tablets and Powdered Cleanser. Theodore R. Ponto, Spokane, Wash. Filed February 26, 1919. Serial No. 116,151. Published July 13, 1920.

PATENTS GRANTED.

135,837. Collapsible Tube. Carl W. Stegmaier, Kings-ton, Mass. Filed Dec. 6, 1919. Serial No. 342,885. 4 Claims. (Cl. 221—60.)

1. A collapsible tube having a rigid tubular neck, and provided with a measuring dispenser associated with said neck, said dispenser comprising a tubular head fixed to the neck, the bore of the head communicating with the neck bore between the ends of the head, and a piston formed to slide in the bore of the head, a portion of said bore and the outer end of the piston constituting a measuring cavity when the piston is retracted, and stop means adapted to limit the retraction of the piston, so that the retracted piston forms an end wall of said cavity, the piston having a close sliding fit in the cavity-forming portion of the head bore,

so that when the piston is projected, it ejects a measured charge of material from the head, and confines the material remaining in the neck and tube.

1,357,306. Powder-Box. Anthony L. Aste, Brooklyn, N. Y. Filed May 10, 1919. Serial No. 296,203. 1 Claim.

A powder-box comprising a box body having a false bottom offset inwardly and in stepped relation relatively to the plane of the lower edge of the box body, the said bottom being stepped from wall to wall of the box body and the lower portion of said bottom being equal substantially to the diameter of the box body, and a powder puff holder of substantially the same diameter as the box body and provided with an upper reduced portion adapted to frictionally engage in said stepped bottom, said powder puff holder providing a true bottom for the box body upon which the latter is adapted to rest.

1,357,411. Powder-Puff and Method of Making the Same. Albert S. Mosheim, East Orange, N. J., assignor of one-half to Gustave Mosheim, New York, N. Y. Filed April 5, 1919. Serial No. 287,674. 4 Claims. (Cl. 15—72.)

1. The herein described method of manufacturing two-faced powder-puffs which consists in providing fabric strand bodies of predetermined dimensions, applying an adhesive substance to one face of each of said bodies and then placing said faces of two of said bodies so treated together to form a complete powder-puff.

1,357,412. Powder-Puff. Albert S. Mosheim, East Orange, N. J. Filed Nov. 29, 1919. Serial No. 341,403.

1. A two-faced powder-puff of the class described comprising two similar body portions, each of which is composed of a plurality of fabric strands, an intermediate sheet composed of adhesive material to the opposite faces of which the separate fabric strands of said bodies are secured and a reinforcing sheet embedded in said intermediate sheet.

1,357,990. Powder-Puff. Bernard Henry Karmen, New York, N. Y. Filed Aug. 14, 1919. Serial No. 317,510.

1. A powder-puff comprising a disk, a ring member having a flange, a pile cloth stretched over the ring, a trimming cloth stretched over the disk, a piece of ribbon stretched over the trimming cloth, the ends of said ribbon and the edges of said trimming cloth and said pile cloth all extending between said ring and said disk in the same direction and clamped simultaneously in position by said ring.

1,358,538. Powder-Puff. Harvey E. Fry and Walter O. Keiter, Lockport, N. Y. Filed Jan. 2, 1920. Serial No. 348,856. 1 Claim. (Cl. 15—72.)

A powder-puff composed of two sections formed of lamb's hide with the skin portion arranged face to face, the wool facing outward to form the powder applying means, a finger engaging member, and means extending through said sections and engaging said member for attaching said member to said puff and to afford securing means to hold the sections connected.

PATENT REISSUED.

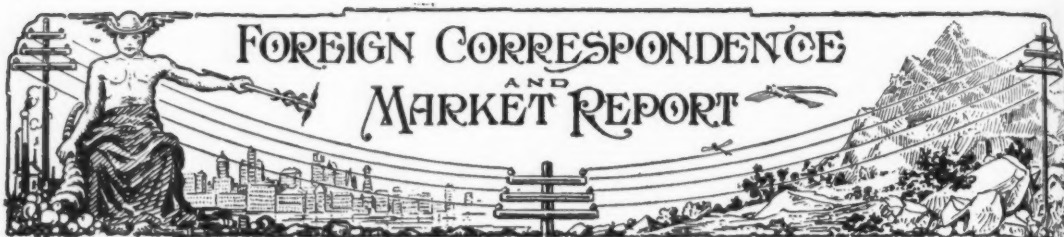
14,961. Dentifrice. Meyer L. Rhein, New York, N. Y., assignor to Lizbeth E. Van Wyck Rhein, New York, N. Y. Filed Aug. 11, 1920. Serial No. 402,888. Original No. 1,297,494, dated Mar. 18, 1919. Serial No. 220,512, filed Mar. 5, 1918. 8 Claims. (Cl. 167—9.)

1. A dentifrice including an abrasive and including a solid acidic substance, compounded with a carbonate, mutually reactive in the mouth to produce a carbonic acid solution, which carbonic acid solution, in conjunction with the abrasive effort involved in the use of the dentifrice, acts to dislodge and remove the mucin adhesions upon the enamel of the teeth, a basic reaction in the mouth being finally attained.

DESIGN PATENT.

56,427. Sifter-Top Can or Similar Receptacle. George Hall, Detroit, Mich., assignor to Nelson, Baker & Company, Detroit, Mich., a Corporation of Michigan. Filed Feb. 27, 1919. Serial No. 279,607. Term of patent 14 years.

The ornamental design for a sifter top can or similar receptacle, substantially as shown.



FRANCE

GRASSE.—The Syndicate of Perfumers at Grasse recently held a meeting and selected the following officers: President, M. Charabot (Hugues Ainé); first vice-president, M. Joseph Guichard (Roure-Bertrand Fils); second vice-president, M. Pierre-Morena (Hugues Ainé).

LAVENDER OIL.—A recent report from the South of France state that until recently almost all the big firms in Grasse agreed not to push the price in the distilling district, and at that time the average amount paid was about 235fr. per kilo. for good lavender, 35 per cent esters, but a few smaller firms did not keep to the agreement, and just when the most important "fairs" were about to open they showed an inclination to pay a higher figure than that agreed upon.

PERSONAL.—Announcement is made in Grasse of the marriage on October 26 of Mlle. Jeanne Goby, daughter of Xavier Goby, vice-president of the Chamber of Commerce and Chevalier of the Legion of Honor and Mme. Goby, to Gabriel Michel of Nice. The ceremony was performed in the cathedral.

GERMANY

CLOSING NON-ESSENTIAL PLANTS.—Recent advices from Berlin say that drastic measures are on foot to economize in coal to an unheard-of extent and should circumstances require it the Government will not shrink from sidetracking entire industrial groups in order to safeguard industries of vital economic and national interest. The matter is in charge of a joint committee of the Federal Ministries of Economics and Labor and back of it is the determination of the Government to reorganize and co-ordinate the various plants. The memorandum has been submitted to the preliminary National Economic Council, the industrial parliament known as the Reichswirtschaftsrat, and it provides for the confiscation of coal and other stocks of plants shutting down or breaking up.

GREAT BRITAIN

PERFUMERY AND SOAPS.—Imports of perfumery, etc., from the United States into Liverpool in 1919 were valued at \$110,584. Of essential oils the value was \$127,381, a decrease of about \$50,000 from 1918. Soaps from the United States were as follows: Household and laundry, \$97,289; toilet, \$92,298; other soap, \$1,086,864.

JAPAN

MARKET FOR PERFUMES IN KOBE DISTRICT.—There is a fair-sized market in the Kobe district of Japan for high-grade imported perfumes, which were imported into all Japan in 1919 to the value of \$347,372, principally from

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THE MARKET.

Essential Oils, Aromatic Chemicals, Etc.

Dealers and importers of essential oil products have resorted to what would at first blush appear to be reckless abandon in the matter of price cutting. In their earnest desire to reconstruct pre-war conditions values have in many instances been pared to the bone. While a certain improvement is directly traceable from these tactics it has left the consumer in an unsettled frame of mind. To commit himself at present levels would only be another means of signifying his faith in the stability of future prices. This he will not do, and the result is a continuance of the apathetic hand-to-mouth purchases which tides him over temporary shortages.

The striking features of the market embrace the sudden reverse in all Messina essences brought out by the depreciation of lire. French francs also have declined materially, but flower essences from Southern France, as well as from French Colonial dependencies, appear to have had an erratic upward tendency, bois-de rose femelle, neroli, and patchouli having been subjected to a sharp upward revision. French oil of rose has, however, resumed its pre-war position.

Anise, cassia and clove oils, all originating in the Far East, reflect the more favorable rate of exchange on China and the East. Spain is apparently contributing a larger quota of lavender oil, for prices have succumbed to freer offers. South America has been offering lime oil; St. Lucius, West Indies, oil of bay; Ceylon her citronella; and America her hemlock, spruce, peppermint, spearmint and wintergreen; and the persistency of sellers is slowly but surely bringing about an improvement in marketing conditions.

With a jump in the price of bois-de rose femelle, in some quarters of the trade to \$15, perfumers have been under the necessity of substituting rectified oil of linaloe, which has improved in consequence. Back of the rise in rose-femelle is the fact that French Guiana, the home of this oil, is suffering from fuel shortage, as well as a lack of transportation, so that while some shipments have been effected to Europe, none have been headed this way. In porters who have sought to purchase oil of neroli, Bigarade Petale "extra," at Grasse, France, are startled by the rise in that essence to 8,000 and 10,000 francs per kilo, which at present rates of exchange is equivalent to \$650 at Grasse. Stocks were extremely small last year, and it is difficult, if not impossible, to purchase any quantities in the primary market at the present time. From Grasse, also, reports have come of an advance in French petit-grain, distillation having brought forth but negligible quantities.

Despite the fact that cost of producing Bulgarian oil of rose was about twice that of the year previous, some speculative interests have endeavored to liquidate at the levels low which prevailed on the Turkish varieties. New crop Bourbon geranium oil has been offered out at comparatively high prices, with the result that the trade is disposed to feel the market out. African geranium is in the meanwhile maintaining a sturdy spot position.

By far the most decisive development in the general situation has been the pronounced weakness of lemon and orange oils. Italy cables a c. i. f. basis of 87 cents for

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PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the present unstable conditions.)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS

Almond, Bitter, per pound	\$9.00-\$9.50
Almond, S. P. A.	9.50-9.75
Almond, Artificial	1.25-1.40
Almond, Sweet True	.65-.75
Almond, Peach-Kernel	.45-.55
Amber, Crude	1.50
Amber, Rectified	1.70-1.80
Amyris balsamifera	5.75-6.00
Anise	.85-.90
Anise, Lead free	.95-1.00
Aspic (spike)	2.00-2.25
Bay, Porto Rico	4.25-4.50
West Indies	3.75
Bergamot, 35-36%	7.25-7.50
Birch (Sweet)	5.50-5.75
Birchtar, Crude	1.20
Birchtar, Rectified	2.50-2.60
Bois de Rose, Femelle	11.00-12.00
Cade	1.00-1.10
Cajeput	.80-.85
Calamus	9.00-14.00
Camphor, Jap. "white"	.50-.55
Cananga, Java	4.75-5.25
Cananga, Java, Rectified	6.00
Caraway Seed	2.65-3.00
Cardamon	26.00
Carvol	6.50
Cassia, 75-80% Technical	1.30-1.40
Cassia, Lead free	1.45-1.55
Cedar Leaf	1.60-1.65
Cedar Wood	.65
Celery	18.00
Cinnamon, Ceylon	27.00-28.00
Citronella, Ceylon	.50-.55
Citronella, Java	1.25-1.35
Cloves, Bourbon	2.20-2.30
Cloves, Zanzibar	2.20-2.30
Copaiba	.85-.90
Coriander	28.00-32.00
Croton	1.45
Cubebs	8.50
Cumin	8.00-8.50
Eugeron	4.25-4.50
Eucalyptus, Aus. 70%	.65-.75
Fennel, Sweet	2.75-3.00
Geranium, African	9.50-10.50
Geranium, Bourbon	7.25-8.00
Geranium, Turkish (palma rosa)	4.85-5.00
Ginger	7.50-7.75
Gingergrass	3.25-3.50
Guaiac (Wood)	6.00-6.25
Hemlock	1.20
Juniper Berries, Rectified	3.75-4.00
Lavender, English	24.00
Lavender, Fleurs	7.50-9.00
Lavender, Spanish	2.00-2.25
Lemon	1.15-1.20
Lemongrass	2.75
Limes, Distilled	1.25-1.30
Limes, expressed	5.00-5.25
Linaloe	6.75-7.00
Mace, distilled	1.40-1.50
Mustard, genuine	26.00
Mustard, artificial	4.50-4.65
Neroli, Bigarde, Petale	630.00
Neroli, Bigarde, French	240.00
Neroli, Bigarde, Italian	110-120
Nutmeg	1.55
Opoponax	nominal
Orange, bitter	4.00-4.25
Orange, sweet, West Indies	3.50-3.75

Orange, sweet, Italian	4.00-4.50
Origanum	.40-.45
Orris Root, concrete, foreign (oz.)	5.50-5.75
Orris Root, concrete, domestic (oz.)	5.25-5.50
Orris Root, absolute (oz.)	40.00-45.00
Parsley	8.00
Patchouly	20.00-22.00
Pennyroyal, American	2.25
Pennyroyal, French	2.00-2.25
Peppermint	6.00-6.25
Peppermint, redistilled	6.50-6.60
Petit Grain, So. American	5.75-6.00
Petit Grain, French	14.00-15.00
Pimento	3.50-4.00
Pine Needles, from Pinus Sylvestris	2.50
Rose, Bulgarian (oz.)	14.00-16.00
Rose, Turkish	9.00-12.00
Rose, French	15.25-18.00
Rosemary, French	1.25
Rosemary, Spanish	.85-.90
Rue	4.25-5.00
Sage	5.75
Saflor	90-100
Sandalwood, East India	10.50-11.00
Sassafras, artificial	.75-.80
Sassafras, natural	1.75-1.85
Savin, French	5.50
Snake Root	24.00
Spearmint	7.00-7.75
Spruce	.90-1.00
Tansy	8.25
Thyme, French, red	1.75
Thyme, French, white	2.00-2.25
Thyme, Spanish, red	1.95-2.00
Vetivert, Bourbon	13.00-15.00
Java	32.00-35.00
Indian	40.00-42.00
Wintergreen (genuine gaultheria)	9.50
Wormseed	4.75-5.00
Wormwood	17.00
Ylang-Ylang, Manila	35.00-40.00
Ylang-Ylang, Bourbon	16.00-18.00

AROMATIC CHEMICALS

Acetophenone	6.25-8.00
Amyl Salicylate, dom.	3.50
Amyl Salicylate, for.	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde, foreign	9.00-9.50
Benzaldehyde, domestic	1.50
Benzaldehyde, F. F. C. domestic	2.40-2.50
Benzyl Acetate, domestic	2.25
Benzyl Acetate, foreign	5.50-5.75
Benzyl Alcohol	2.25
Benzyl Benzoate	2.75-3.00
Borneol	3.50
Bornylacetate	5.00-6.00
Bromstyrol	8.25
Cinnamic Acid	7.25-7.50
Cinnamic Alcohol	30.00
Cinnamic Aldehyde	5.50
Citral	7.50-8.00
Citral C. P.	7.25
Citronellol, domestic	16.00-18.00
Citronellol, foreign	18.00
Cumarin, natural	12.50-15.00
Cumarin, artificial, domestic	6.50-7.00
Cumarin, artificial, foreign	nominal
Diphenylmethane	2.25-2.50

Diphenyloxide	1.75-2.00
Ethyl Cinnamate	8.00-10.00
Eucalyptol	1.25-1.30
Eugenol	5.00
Geraniol, domestic	4.00-4.50
Geraniol, foreign	5.00-5.25
Geraniol from citronella	4.75-5.00
Geranyl Acetate	8.00
Heliotropin, domestic	5.00-5.25
Indol, C. P. (oz.)	20.00
Iso-Butyl-Salicylate	nominal
Iso-Eugenol	8.50
Linalol	13.00-13.50
Linalyl Acetate	18.00-20.00
Linalyl Benzoate	nominal
Methyl Anthranilate	9.50
Methyl Cinnamate	8.25-9.50
Methyl Heptenone	9.00-11.00
Methyl Heptene Carbon	125.00-140.00
Methyl Paracresol	12.50-15.00
Methyl Salicylate	.70
Mirbane, rect. drums	19-21
Musk Ambrette	75.00-85.00
Musk Ketone	25.00-30.00
Musk Xylene	9.00-10.00
Nonylic Alcohol	nominal
Phenylacetaldehyde	25.00-30.00
Phenylethyl Alcohol	25.00-30.00
Phenylacetic Acid	10.00-15.00
Rhodinol, domestic	nominal
Rhodinol, foreign	20.00
Skatol, C. P. (oz.)	57.00
Terpineol, C. P., domestic	1.15
Terpineol, C. P., imported	1.40-1.55
Terpinyl Acetate	3.50-3.75
Thymol	11.00
Violet, artificial	12.00
Vanillin (oz.)	.80-.85

BEANS

Tonka Beans, Para	1.00-1.10
Tonka Beans, Angostura	1.60-1.75
Vanilla Beans, Mexican	4.25-5.00
Vanilla Beans, cut	3.50-3.75
Vanilla Beans, Bourbon whole	2.25-2.75
Vanilla Beans, Bourbon cut	2.20-2.40
Vanilla Beans, Tahiti yellow label	1.75-1.85

SUNDRIES

Alcohol, cologne spirits, gallon	6.00-7.00
*Ambergris, black (oz.)	8.00-12.00
Ambergris, gray	28.00
Chalk, precipitated	.04-.10
Civet horns (oz.)	5.00
Lanolin hydrous	.15-.20
Lanolin anhydrous	.20-.25
Menthol	4.75-5.00
*Musk Cab., pods (oz.)	18.00-20.00
Musk, Cab., grains (oz.)	28.00-30.00
Musk, Tonquin, pods (oz.)	44.00
Musk, Tonquin, grains (oz.)	48.00
Orris Root, Florentine, whole	.13-.15
Orris Root, powd. & gran.	.18-.20
Rice Starch	.20-.25
Talc, Italian (ton)	50.00-55.00
Talc, French (ton)	30.00
Talc, domestic (ton)	18.00-20.00

*Nominal.

THE MARKET.

(Continued from page 348)

lemon and \$2.40 for sweet Italian orange. This serves to illustrate how absurdly speculative were the \$12 spot levels of orange and the \$2 war-time prices on lemon. With the heavy demand from the soft-drink trade for these products removed for the time being, prices have rapidly approached normal. The anxiety of holders of old crop oil to dispose of their stocks before new crop arrives has helped to accentuate the weakness, and this has caused the wide differential between goods afloat and existing supplies held on the spot.

The position of oil of cloves is weaker, with consequent effect on the market for several important aromatic products. New crop lemon-grass oil is arriving and the market has reacted slightly in consequence. Scarcity is apparent in oil of rue, and offers are not plentiful. Very reasonable offers have made their appearance on Spanish oil of rosemary for direct shipment from Spain, so that spot valuations for both the Spanish and French are 25 cents a pound lower. Bourbon oil of vetiver is scarce around a level of \$15@16, and the same paucity of offers is evident in Java and Indian grades.

Aromatic Chemicals

Prices throughout the market for aromatic perfumery materials in keeping with the spirit of the times have slowly but surely receded. Lack of general consumer interest; increased arrivals of foreign materials at substantial concessions from previous price levels, together with further improvement in outputs of not a few important products, has aided and abetted the downward movement. Artificial violet; a case in point shows a substantial reaction to \$12 as a result of the drop in the crude material oil of lemon-grass, from which it is derived. The quick reversal from scarcity to plenty in such items as methyl anthranilate, now available at \$9.50; and the similar reversal of form in terpineol, which has been dropped 25 cents by domestic producers, following the arrival of large quantities of German goods, which are now controlled by wholesalers and are held at \$1.40 to \$1.55, are features of unusual interest.

Fair quantities of benzyl-benzoate have reached the market at substantially lower prices. At the new level of \$2.60 to \$2.75 for "f. f. c." material, perfumers, drug houses and the soap trade are placing worth-while orders. More favorable offers from Europe have weakened the spot position of phenylacetaldehyde, and with foreign goods offered at \$5 under previous levels, it is small wonder that the domestic product is neglected. Musks reflect the freer position of the foreign material, as the result of the comparatively plentiful offers recently noted of Ketone varieties from France and Switzerland.

Vanillin declined in sympathy with an easier market on oil of cloves, with first hands establishing the contract figure at 80 cents, in lots of 5,000 ounces.

Efforts of manufacturing perfumers to stimulate buying interest have for the most part taken the price-cutting form. Others adhere to their slogan of quality first and report business to be progressing about as well as could be expected in view of the generally apathetic condition of business all over the country. In consequence of the wide fluctuations shown within a comparatively brief interval, the following products are at the moment compelling the greatest share of attention: Foreign anisic aldehyde, benzyl benzoate, cinnamic alcohol, foreign citronellol, natural coumarin, diphenyl oxide, eugenol, linalyl acetate, methyl anthranilate, methyl paracresol, methyl salicylate, musks, Ambrette, Ketone and Xylene, foreign rhodinol, artificial violet and vanillin.

Natural Aromatics

Owing to the development of a sudden scarcity in all foreign markets for civet, there has been a precipitate jump in spot prices in the local market to a minimum of \$5 a pound. Supplies of natural coumarin appear to have been cleared. At any rate the last sale of natural coumarin (sifted from the tonka bean) was at an equivalent of \$12.50 to \$15 a pound, which is more than double the quotation for its synthetic sister. Large contracts placed by New York dealers for musk ambrette in the European

markets have so far failed to arrive and stocks are reported down to a low ebb. Another speculatively weak commodity of natural origin which has been closely watched by perfumers is menthol. The persistent offers from Japan at prices averaging down to \$4.50 are due to liquidation by banking interests. Gray ambergris is in limited supply and the price has worked upwards until \$28 has been reached. Steady demands reached the market for Florentine orris root, but prices are a shade weaker all around.

Vanilla Beans

The outstanding feature of the vanilla bean market is the decline in Bourbon beans as the result of the further depreciation of French exchange. Actual offers from Marseilles are being made at figures somewhat higher than those quoted last month, so that conditions would not warrant any recession in Bourbon beans were not exchange to be taken into consideration. But the local market has remained practically dormant under the influence of an in-between season's period.

In view of the fact that vanilla beans are about the only commodity on the drug list which never experienced the benefits of war-time prices, the opinion in the trade seems to incline to the belief that when existing low-priced stocks are absorbed better things can be anticipated in the Bourbon market. New crop Bourbon beans from Reunion and Madagascar should put in an appearance towards the end of the year. Advises from the other side report a lack of buying on the part of the principal chocolate manufacturers. It appears that chocolate manufacturers committed themselves pretty heavily during all of 1919, so that the present lull is not surprising.

Special emphasis is laid on the fact that the considerable quantities of chocolate which were manufactured by domestic producers and exported to Europe during and after the war are still finding their way back here and are being marketed at ridiculously low prices. This, of course, is placing a damper on fresh commitments into the vanilla-bean market on the part of these interests.

Mexican vanilla beans remain in firm shape. With the exception of a few straggling lots, most of the Mexican crop arrived here during July, August and September, so that interest is not expected to become very keen until new crop starts moving during February and March. Judging by reports heard in the importing trade, the length of the Mexican bean is likely to be smaller next season because, due to the dry season during flowering-time, the crop will not mature properly. That no decline in price for Mexican beans will take place is the consensus in the trade, because cost of preparing, curing and bundling is this year expected to be greater than during previous seasons.

Tonka beans are meeting with fair request from the extract trade. Supplies are comparatively free, but despite steady arrivals the trade has not revised its views and is taking a firm attitude with respect to spot holdings.

FOREIGN CORRESPONDENCE.

(Continued from page 348)

Great Britain and France. The trade is not so large in other imported toilet articles such as face creams, which are manufactured in large quantities and in fair and medium qualities locally. However, there is no reason why a superior article, offered at competitive price, should not be able to obtain a share of the trade.

SPAIN

TRADE.—Consul Robert W. Harnden reports the imports in the Seville district from the United States in 1919 increased threefold, being about 1,100,000 pounds. The exports to the United States amounted to \$7,012,897, an increase of 376 per cent. There was a decrease in soap, but a new export product, vanilla beans, entered the trade. Olive oil gained largely, the value of exports to America in 1919 having been \$3,020,623.



NO BRITISH TRUST IN VEGETABLE OILS

A sub-committee appointed by the Standing Committee on Trusts has made a report on the oils, fats and margarine of Great Britain. In concluding its report the committee says:—

"We have no evidence to show that any agreements of the nature of a combination for controlling sources of supply or prices exists between the principal groups of manufacturers engaged in the trade, and we are of the opinion that the divergent interests and aims of these groups are likely to ensure a continuance of sufficient competition to safeguard the public.

"Abnormal profits were made when control was released, in which all branches of the trade shared. This resulted from the shortage of tonnage and the great demand from the continent.

"From April to July of this year there was a rapidly declining market with heavy losses to the trade. During August prices have shown some slight recovery, but there is nothing to point to any appreciable permanent rise.

"There is no sign of any monopoly in the trade, but, if this danger should arise, we are of the opinion that the scheme we have submitted in paragraph 8, would be sufficient to meet it."

"Since April of this year very heavy losses have been incurred by most importers, merchants and manufacturers, who found themselves with heavy stocks on a rapidly declining market. Witnesses have informed us that the trade is now in a difficult position and that the profits made during the war and immediately after control are being in present being incurred.

"The world supplies have now become adequate and so long as a reasonable amount of tonnage is available it may be expected that prices will become practically stable."

SIGNS POINT TO A SOAP WAR

Some time in October some of the big soap interests, including Peets Bros., Kirk, Swift and the Globe, in order to stimulate the movement of soap, made a fifty day protesting guarantee to buyers, after arrival. With that to back him, the timid buyer took on fresh courage. Now it looks as if the ground had been cut from under these five concerns, says a writer in the *Journal of Commerce*, as Procter & Gamble came out with a trade circular November 1 quoting laundry soap to the retail trade at \$1.10 and \$1.15 a box. Not being a party to the price guarantee agreement, "P. & G." could do so, says the writer, who adds: Now the question arises, "What about the guarantee of the other dealers?" Will it force them to rebate on their prices? A similar cut on their part is likely. It looks like a soap war, sure enough.

LEVER CONTROL IN SOAP TRADE

A London correspondent says: Much interest is again being centered in the soap trade of the United Kingdom and especially in the continued expansion of the Lever combine, which has now not only a practical monopoly of the soap manufacture of England but has increasingly important world interests connected with the supply of raw materials. Within the past few days Lever Brothers Limited have appealed to the public with an issue of four million sterling 8 per cent cumulative preference shares, this being the third issue of four millions since the beginning of the year and the fourth since October last year. Now it is announced that it has been fully subscribed. The total capital of the combine issued and fully paid thus exceeds 42 million sterling. The total authorized capital is, however, 130 millions. The new issue has been rendered necessary by the operations in connection with West Africa trade, the acquisition of the Niger Company, Levers having bought 1,227,165 out of a total issue of 1,250,000 shares in the Niger Company at the price of £6 10s per share.

The great extent and ramifications of the Lever combine are hardly realized, not even when it is stated that it embraces over 100 associated or allied companies. Of late years amalgamations and absorptions have proceeded at an enormous rate and extend far beyond the borders of the United Kingdom, to France, Belgium, Italy, Holland, Norway, Sweden, Switzerland, China, Japan, India, Canada, Australasia, South Africa, West Africa, South America, besides a branch company in the United States.

As a matter of fact the actual number of subsidiary companies is 130, all of which are enumerated in a list recently supplied by Lord Leverhulme to the *Financial Times*, London. From this it appears that 67 are domiciled in the United Kingdom, 45 of which are firms, many old established and well known to the public by their products, engaged in the manufacture of soap and candles; two others are engaged in margarine manufacture. The list also includes three oilseed crushing and oil refining firms at Hull, Liverpool and Bristol; seven companies of West African merchants; one each engaged in manufacturing cattle foods, pulp boards, gas, polish, mineral and lubricating oils; while others are concerned with chemicals, road transport, marine transport, engineering, land development and building. In Europe there are fifteen subsidiary companies, ten of which are engaged in soap manufacture, two as soap merchants, one in oil hydrogenation and refining, another in pulp, and another as West African merchants.

In the Far East Lever Brothers are located at Calcutta, Kobe and Shanghai, in the last named city being concerned in the China Soap & Candle Company and Prices, soap

manufacturers, and Lever Brothers, merchants.

In Australasia the combine embraces J. Kitchen & Sons, of Melbourne, Sydney, and Adelaide; W. H. Burford & Sons, Adelaide; Lever Brothers, Sydney; and Lever Brothers, Petone (N. Z.), all engaged in the manufacture of soap; the New Zealand Soap & Candle Co., Wellington, candles; the Commonwealth Copra Company, Proprietary, Melbourne, coconut planting; Lever's Pacific Plantations, Somato Estate, all four being situated in the Solomon Islands and engaged in coconut cultivation.

The South African interests include Lever Brothers, Durban, soap and oilseed crushings; Transvaal Soap Company, Johannesburg; Durban Oil & Soap Company, Durban; Lever Brothers, Capetown, and Natal Soapworks, Durban, all engaged in soap manufacture; New Transvaal Chemical Co., Johannesburg, soap, candles and chemicals; South African Oils & Fats Industries, Jacobs, Natal, soap and oilseed crushing; Prices, Capetown and Johannesburg, soap and candles; and the Premier Whaling Company, Capetown, whale fishing and oil production.

In West Africa Lever's interests are chiefly on the Belgian Congo and include a variety of activities. The eleven concerns are: Societe Culture and the Societe d'Enterprises, West African merchants; Societe d'Elavage, cattle rearing; Societe Percheres, fishing; Societe Miniere de l'Uele, trading; Vitta et Cie, trading; West African Oils, Lagos and Opobo, oilseed crushing; S. A. des Huileries du Congo Belge, oil palm planting and milling; Compagnie Proprietaire du Konilou Niari, French Congo, tropical land development; Palm Oil Estate Managers, West Africa, and Apol, West Africa, oil palm planting and milling.

The only concern of the combine in the United States is Lever Brothers, New York and Boston. In Canada there are eight companies, all devoted to soap making, viz., Lever Brothers, Toronto; Pugsley, Dingham & Co., Toronto; Royal Crown Soaps, Winnipeg, Calgary and Vancouver; W. Strachan & Co., Toronto; W. J. Pendray & Sons, Victoria; Canadian Soaps, Toronto; J. Taylor & Co., Toronto; St. Croix Manufacturing Co., St. Croix.

In South America the Lever interests are: Prices, Valparaiso, candles, and the Southern Whaling & Sealing Co., South Georgia, whale fishing and oil production. It will be noted that the majority of the allied firms are engaged in the manufacture of soap and candles, the exact number being eighty-two. In addition, seventeen are engaged in merchandising and trading, nine in tropical estate development, and eight in seed crushing, oil extraction and refining.

Lord Leverhulme, chairman of Lever Brothers and founder of the original firm, defends the combine, which owes so much to his genius and energy, on the grounds of economy, which acts directly to the benefit of producer and consumer alike. A group of businesses such as Levers, working together, he contends, can command expert knowledge and ability that would be beyond the reach of any firm operating as a separate concern. Each has the advantage of common research work and in difficulties can draw upon the scientific staff. In questions of transport, which are in the hands of an expert, the association undertakings are protected from large losses by a keen eye being kept on the improper application of freight charges, which means that a rate fixed fairly for them is applicable to all other traders.

Lord Leverhulme denies that the large size of the combine prejudices the public interest.

KALI SYNDICATE IS DEFIANT

According to information received in Washington the Kali Syndicate is defying the German Government. The German Government is reported to have served notice on the syndicate that it must reduce its prices on potash for export or the mines would be taken over by the government. It is reported that legislation will be sought by the German Government at the next meeting of the Reichstag that will make the directors of the syndicate more amenable to suggestions from the government. The republican government is relatively weak, in the opinion of those familiar with the iron hand with which the old imperial government was wont to deal with affairs, and is represented as not willing or able to tackle the syndicate under the present circumstances and laws.

The American State Department has been backing up American potash buyers, and it is understood it will continue to do so. The expected restoration of a peace status between the two governments to follow the incoming of a new administration here next spring may have important results in connection with the potash situation, it is suggested. For the present it is understood that the American potash buyers are standing together, holding out for lower prices and refusing to deal through Mr. Vogel, representative in New York of the Kali Syndicate. Cyrus Ashcraft is reported to have held a series of conferences with other buyers in New York since his recent return from Germany on this subject.

It has been charged that the German potash syndicate is discriminating against American buyers in the matter of prices. While the price quoted to American buyers has been \$96 per ton, according to Mr. Ashcraft, and \$122 per ton, according to Mr. Vogel, the Germans are reported to be selling potash to their own people at from \$10 to \$20 per ton; to Poland, Esthonia and other Baltic countries at 50 per cent advance over the domestic German price, or a maximum of \$30 per ton, and to England at \$76 a ton. It has been suggested that the lower price to the British may be due to the difference in exchange, but this is denied by Mr. Ashcraft.

New Source of Oil for Soapmaking.

A new source of edible oil has been found in a member of the lettuce family which is already cultivated in upper Egypt and can be grown with profit in certain parts of the Sudan together with sesame. The seed yields under pressure from 37 to 38 per cent of an edible oil. Certain specimens of fresh seed from the Sudan yielded 46 per cent from the dry seed. The oil is odorless and of a beautiful light yellow color; it is without disagreeable taste. It is classed among semi-siccative oils, and is very suitable for the manufacture of soap and other similar products.

Patent for Substitute for Glycerine.

Ger. Pat. 313,059, O. Rössler. The soluble esters of phthalic acid are very similar in physical properties to the polyatomic alcohols. By esterifying the one carboxyl radicle of phthalic acid with a monatomic alcohol, and displacing the hydrogen atom of the other carboxyl red radicle by a metal (e.g., sodium) which forms a soluble salt, products resembling glycerine are obtained, which are practically free from smell and taste.

New York Soap Material Exports.

September exports from New York included the following: Glycerine, \$27,111; coconut oil, \$26,798; rosin, \$170,906; stock and other grease, \$12,613; caustic potash, \$697,796; soda ash, \$246,821; tallow, \$42,419.

A NEW CATALYZER FOR THE HYDROGENATION OF FATS*

By DR. G. GROTE

Catalyzers containing nickel are mostly used for the hydrogenation of fats, either metallic nickel, nickel oxides, or nickel salts, such as carbonate, formiate, silicate and borate.

The results obtained with these catalyzers leaves much to be desired. The consumption of hydrogen in the hydrogenation, requiring two to three hours, is very large, and the product becomes dark colored on account of the high temperature (up to 200° C.), to which the oil has to be subjected. The great heat furthermore makes the odor of edible fats disagreeable. These disadvantages necessitate a bleaching and deodorizing process, which not only consumes much time, but also is rather expensive.

Recently a new catalyzer has been produced. The use of this catalyzer makes it possible to reduce the time necessary for the hydrogenation to 10 or 15 minutes, and the temperature to 160° C. The hydrogenated oil is odorless, white and of pure taste, even if the crude oil is as dark colored and ill smelling as sesame oil of the third pressure and train oil. This invention also enables the manufacturer to improve the taste of the oil during the bleaching and deodorizing process to the degree prescribed by the food laws. Other advantages are the saving of hydrogen made possible by the short hydrogenation period and the considerable reduction of the price of hydrogenated oils used for the production of nutrient fats.

The new catalyzer is manufactured according to the patent of Granichstaedten in Vienna. A hydrous solution of a nickel salt or nickel compound is mixed with a water solution of magnesium or aluminium and treated with a hydrous solution of soluble glass in such a manner that the entire nickel and magnesium or aluminium content is precipitated colloiddally. The voluminous, jelly-like precipitate is carefully washed, dried in a temperature of about 100° C. and triturated finely. The fine, loose, pale-green powder obtained by this process is heated in the hydrogen current and then cooled. This changes the color into a dark gray. The powder can be used as a catalyzer directly and has to be preserved under oil.

The catalyzer obtained in this manner is introduced into the heated fat or oil, from which all free acids have to be removed carefully. Then the hydrogen is introduced in the usual way. A hydrogenation sufficient for the production of edible fats (melting temperature 48-42° C.) is generally accomplished in 15 to 20 minutes, if the quantity of the catalyzer is chosen so that the nickel content (calculated from metallic nickel) amounts to 0.2 to 0.5 weight parts for 100 weight parts of oil or fat. The hydrogenation period, the most favorable hydrogenation temperature and the quantity of nickel required are dependent upon the quality of the oil and should be determined by preliminary tests.

The technical action of the new catalyzer in the hydrogenation of fats has been compared with the action of other catalyzers in a number of tests which were carried out under the supervision of an official at the State Experiment Station for Agricultural Chemistry in Vienna. These tests have been repeated in my laboratory at Berlin-

Schoeneberg, and the results obtained in Vienna were confirmed in every case.

The accompanying table gives a few details of the hydrogenation tests made with sesame oil, olive oil and rapeseed oil, and plainly demonstrates the superiority of the new catalyzer in comparison with other catalyzers.

Ia Sesame Oil (Acid Number 0.2; Iodine Number 110.1).

Nos. of Tests.	Catalyzer Used.	Weight of the Catalyzer.	Nickel with the Oil.	Hydrogenation period in Minutes.	Melting point °C.	Iodine Number of the Hydro-generated Oil.	Color of the Hy-drogenated Oil.
1	Baden Aniline works	2.073	0.09	10	39.5	79.90	Discolored (greenish)
2	Wilbuschewitsch (met. nickel precipitated upon diatomaceous earth)	3.3	0.09	16	35	80.10	Discolored (greenish)
3	Sulzberger (nickel silicate)	4.011	0.09	8	41	81.10	Discolored (bluish)
4	Magnesium nickel bisilicate	8.175	0.09	7	40	76.77	White
5	Magnesium nickel bisilicate	6.54	0.08	7	39	74.83	Pure white
6	Aluminium nickel bisilicate	8.4	0.09	6	46.5	80.03	White
1b Sesame Oil (Acid Number Nearly 0; Iodine Number 108.2)							
15	Sulzberger	4.011	0.09	5	38	83.60	Discolored (bluish-white)
II. Olive Oil (Acid Number 0.3; Iodine Number 84.7).							
7	Baden Aniline Works	2.073	0.09	13	43	74.35	Discolored (grayish-green)
8	Wilbuschewitsch	3.3	0.09	40	39	70.40	Discolored (grayish-green)
9	Sulzberger	4.011	0.09	10	46	68.90	Discolored (weakly bluish)
10	Magnesium nickel bisilicate	8.175	0.09	10	41	71.09	Pure white
Rapeseed Oil (Acid Number 0.17; Iodine Number 105.1).							
11	Baden Aniline Works	6.219	0.28	18	35	83.67	Very much discolored (brownish-yellow)
12	Wilbuschewitsch	9.9	0.28	40	37	78.75	Very much discolored (brownish-yellow)
13	Sulzberger	13.033	0.28	20	34.5	82.48	Very much discolored (greenish-yellow)
14	Magnesium nickel bisilicate	24.58	0.28	17	33	82.33	White, with a yellow tinge

HISTORY OF FATS AND OILS*

Soap was still unknown in Homer's time. At that period and long afterwards only wood ashes, natural soda, decoctions of certain plants and putrid urine were used for washing purposes. The cleansing power of the urine was derived from its high ammonium content.

The Gauls, according to the elder Pliny, made liquid and solid soap from goat tallow and the ashes of beechwood, but it was only used for special medicinal purposes, not for washing. The "German" soap mentioned by Galen

* From A. Strange's "The Age of Chemistry in Word and Picture." With many portraits and illustrations from original drawings. Published by Otto Wigand, Leipzig. The book gives a picture of the development of chemistry in the course of the different centuries. It begins with the most ancient knowledge of matter, the knowledge of the Egyptians, Phoenicians and Greeks, the philosophical theories of the Greeks and the search for the elements. The age of medical chemistry, that of the alchemist, the age of Lavoisier and the chemistry of the later and most recent time, or the age of the quantitative investigations with its system of the elements, the analytical and physical chemistry. Different branches of the chemical and technical industry are especially far advanced, for instance, the manufacture of the chemico-pharmaceutical preparations, the tar products, the fats and oils, the explosives and combustibles, the artificial fertilizers and the artificial odoriferous substances. A very complete index of names and subjects makes the work useful as a reference book.

*From Seifensieder-Zeitung, vol. 47, Nr. 32, October 6, 1920, page 713.

was of a similar composition. This soap was used for washing, and is still sold by the Kabyles on the markets in the interior of Algiers.

The Phoenicians are reported to have been the inventors of the real soap, and it is said that they introduced their method of soap making into Gaul about 600 B. C. In regard to the progress made in the manufacture of soap up to the fifteenth century little is known. During the middle ages, Venice, and later Marseilles, Savona and Genoa were the principal markets. In England and France the soap industry did not flourish until two centuries later.

The modern soap industry was aided by the medical and technical sciences. Its present development dates from the investigations made by Chevreul early in the nineteenth century in regard to the nature of the fats and the process of their saponification. Today the soap industry produces various soaps for domestic use, and for cosmetic, medicinal and industrial purposes. It also produces numerous raw materials for the manufacture of soap, purifies them and utilizes the by-products. Its raw materials are: Fats (animal and vegetable), oils and fatty acids, pine resins, the carbonates of alkalis (potash and soda), the caustic alkalis, common salt and lime.

In former years the soap industry obtained tallow from Australia, America and a few European countries, lard from America, Holland and Norway, train-oil from Norway, bone fat from America and several European countries, cottonseed oil from America and England, linseed-oil from Holland, Russia and America, palm and coconut oil from West Africa, South America, the Canary Islands, Madeira and the tropical countries, olive oil from the Mediterranean countries, Spain, Portugal, Italy and Greece; sesame and peanut oil from East and West Africa, India, Asia Minor, etc.; fatty acids from Holland and Belgium, oil dregs from England, stearic acid from Holland and America, palmitic acid from America, resins from France, etc.

The glycerine, a most important product of the fat industry, was discovered by Scheele (1779) as a decomposition product of olive oil and litharge. Scheele called his discovery "oil-sweet," and Berthelot later made extensive investigations in regard to it. It is a by-product of the manufacture of stearic acid. Most of the fats contain it in quantities of 10 to 14 per cent., and it is separated by the saponification process. The crude glycerine is yellow to brown and contains up to 20 per cent. gypsum, calcium chloride, butyric acid and other ill-smelling fatty acids. These were unknown in the age of medicinal chemistry, but some authorities even at that time assumed the presence of some hidden acid in oils and fats.

The use of wool fat is already mentioned by Pliny. This is the same substance which we still have in the market under the name of lanolin. The ancient peoples also were acquainted with the production of the fatty oils from seeds and fruits, the oil of turpentine from pine resins, and the olive, almond and castor oils. The former was used for the extraction of essential oils from flowers and leaves. The knowledge of the chemistry of oils and fats, however, remained very hazy even in the period of the phlogiston theory from Boyle to Lavoisier; that is, from the middle of the seventeenth to the last quarter of the eighteenth century.

The chemical industry properly had its start only in the last decades of the 18th and at the beginning of the 19th

century (in Germany in the second half of the latter). It began with the achievements of the science of chemistry. France already at an early period produced large quantities of quality soaps and perfumes and held the leading place in this industry. Then came the introduction of the Solvay process for the manufacture of soda, the synthetic production of odoriferous substances, etc., and the modern chemical industry with its many branches. The Leblanc process led to the ammonium-soda method, and the chemists succeeded in producing chloride of lime and caustic soda lye with the aid of electrolysis. Today the largest bleaching establishments produce their lye electrolytically from sodium chloride solution. The electrolysis of the sodium chloride solution produces hypochlorite of soda, the bleaching substance.—*Deutsche Parfümerie-Zeitung*.

FORMULA FOR LIQUID SODA SOAP.

Bruckhaus in the *Seifensieder Zeitung* gives the following instructions for the manufacture of liquid olein-soda soap. A pan or vat, fitted with a steam coil, is selected with a capacity 25 per cent. higher than the quantity of soap to be made at a batch, and a mark is made inside at the level to which it is to be filled. From 50 to 80 per cent. of the total amount of water to be used is run into the pan, the lye being added, and the whole raised to the boil, whereupon the olein is stirred in by degrees, boiling for half an hour, then sufficing to complete the process. Should a small sample, taken at the end of that time, still exhibit globules of unsaponified fat, too little caustic soda has been used, this being confirmed by the negative result (no pink coloration) obtained by adding a few drops of alcoholic phenolphthalein. In this event a little more caustic soda is added, and boiling continued for another 10 minutes. If the phenolphthalein test then gives a pink coloration, the soap will be right, but if a deep red is obtained, the addition of soda has been too high, and needs correcting with a little olein. As this entails further boiling, and saponification is effected only with some difficulty, it is preferable to exercise care in adding the alkali. The preparation of 500 parts of soap containing about 10 per cent. of fatty acids entails the use of 450 parts of water, 20-20.3 parts of caustic soda (40° B.), and 50 of olein. For the same quantity with 15 per cent. of fatty acids: water, 390 parts; caustic soda, 30-30½; olein, 75 parts. For a soap with 20 per cent. of fatty acids: water, 380-400 parts; caustic soda, 40-40.6; olein, 100 parts. Stirring is only needed when indirect steam is used for heating. If the soap rises too much, the steam should be shut off for a while, or a little cold water added (care being taken that the soap does not go off the boil). The amount of water employed at the outset will depend on whether direct or indirect steam is used.

Brazil as a Source of Vegetable Oils.

That many important vegetable oils which are now procured from much more inaccessible sources can be obtained in Brazil at considerably lower costs and with much less delay is shown by a compilation of these materials together with the approximate quantities available which has just been compiled by the Brazilian Consular service. To date these oils have been very largely neglected owing to lack of capital and facilities for exploiting them. A resume of the work of the consular service which outlines briefly the value, method of extraction and quantities available of most of the important products, has been published.

SOAP EXPORTS FROM UNITED STATES.

The Department of Commerce, Bureau of Foreign and Domestic Commerce, at Washington, furnishes the following statistics of exports of soap from the United States to all countries in September, the figures given first being for toilet and fancy soaps, the second set of figures (in parenthesis) in each item being for all other soaps:

Austria, \$23, (\$.....); Azores and Madeira Islands, \$..... (\$52); Belgium, \$1,043, (\$90); Czechoslovakia, \$..... (\$38,946); Denmark, \$23, (\$2); France, \$148, (\$.....); Germany, \$1,188, (\$424); Greece, \$..... (\$775); Iceland and Faroe Islands, \$1,625, (\$.....); Italy, \$46, (\$3,472); Malta, Gozo and Cyprus Islands, \$727, (\$1,433); Poland and Danzig, \$1,369, (\$767); Russia, \$..... (\$126); Netherlands, \$4,169, (\$.....); Norway, \$717, (\$1,433); Poland and Danzig, \$1,360, (\$767); Russia in Europe, \$....., (\$14,500); Spain, \$3,881, (\$475); Switzerland, \$14,361, (\$.....); England, \$32,694, (\$21,500); Scotland, \$79, (\$6,800); Bermuda, \$661, (\$1,956); British Honduras, \$281, (\$989); Canada, \$26,942, (\$122,893); Costa Rica, \$506, (\$4,166); Guatemala, \$791, (\$459); Honduras, \$777, (\$4,622); Nicaragua, \$1,478, (\$1,267); Panama, \$7,568, (\$11,714); Salvador, \$521, (\$42); Mexico, \$26,626, (\$410,263); Newfoundland and Labrador, \$6,703, (\$4,643); Barbados, \$1,086, (\$78); Jamaica, \$1,803, (\$2,529); Trinidad and Tobago, \$1,469, (\$40); other British West Indies, \$306, (\$1,051); Cuba, \$45,162, (\$57,223); Virgin Islands of United States, \$810, (\$1,248); Dutch West Indies, \$96, (\$.....); French West Indies, \$....., (\$686); Haiti, \$463, (\$11,542); Dominican Republic, \$13,413, (\$20,925); Argentina, \$29,486, (\$19,903); Bolivia, \$2,106, (\$881); Brazil, \$8,775, (\$324); Chile, \$9,266, (\$3,874); Colombia, \$5,297, (\$3,985); Ecuador, \$1,216, (\$7,620); British Guiana, \$770, (\$.....); Dutch Guiana, \$309, (\$76); Paraguay, \$780, (\$.....); Peru, \$17,211, (\$1,085); Uruguay, \$14,112, (\$621); Venezuela, \$4,210, (\$.....); Aden, \$60, (\$.....); China, \$143,760, (\$11,506); Chosen, \$374, (\$162); British India, \$8,591, (\$1,159); Straits Settlements, \$836, (\$10); other British East Indies, \$116, (\$5); Dutch East Indies, \$6,779, (\$38); French Indo China, \$1,168, (\$.....); Hongkong, \$14,675, (\$10,773); Japan, \$2,453, (\$1,069); Russia in Asia, \$536, (\$252); Siam, \$250, (\$56); Turkey in Asia, \$103, (\$.....); Australia, \$13,641, (\$.....); New Zealand, \$27,492, (\$368); other British Oceania, \$51, (\$.....); French Oceania, \$103, (\$11); other Oceania, \$224, (\$.....); Philippine Islands, \$15,540, (\$42,487); British West Africa, \$74, (\$.....); British South Africa, \$2,674, (\$3,886); British East Africa, \$13, (\$.....); French Africa, \$....., (\$18); Liberia, \$63, (\$12); Portuguese Africa, \$75, (\$.....); Egypt, \$1,330, (\$41). Total, \$534,973, (\$888,215).

German Firm With Large Capital to Import Fats.

It is reported that the German firm of Jurgens, long established in Germany as an oleomargarine producing concern, has recently combined with Dutch interests and founded the Deutsches Jurgens-Werk Aktiengesellschaft, with head offices in Hamburg and a capital of 1,000,000 marks. It is the intention to specialize in the importation of fats of various kinds. The Dutch element in the new company has already established close connections with numerous overseas purchasing, cultivating and manufacturing enterprises.

U. S. Castor Oil Bulletin Is Issued.

Agricultural Department Bulletin No. 867, on "The Castor-Oil Industry," has been issued. It is a 40-page report by J. H. Shrader, former chemical technologist, Office of Drug, Poisonous and Oil Plant Investigations, and deals with every phase of the industry, describing the source of trade and commerce in and inspection and valuation of castor beans; the manufacture, properties and uses of castor oil; and pictures the machines and methods used in the process of extraction.

Features to Be Found on Other Pages.

Readers of the SOAP SECTION may find items of interest to them in our Trade Notes pages, as well as in Patents and Trade Marks and Foreign Correspondence.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page)

domestic crushers. Further declines in cotton-seed oil, generally used as a guidance for the balance of the list, is in sympathy with the weaker position of lard and other fats, which have only found a comparatively small export outlet. On account of a stronger position of oleo stearines, the market for hardened oils has been more active, and a world of optimism now prevails in trade circles anent soya bean oil, although the market, which is somewhat speculative in nature, shows no particular activity. Due to a decline in palm oil, importers have been forced to take losses on some material. A firmer position is recorded for corn oil, owing to the fact that supplies have been comparatively limited in all quarters. Buying-power in the market for olive oil is down to a comparatively low point, and the receipts of additional quantities of Greek descriptions have ameliorated to some extent the embargo on exportations from Spain, which has been effective for upwards of a month. A fractionally easier position is recorded for castor oil, but it is understood that the 2,000,000-pound production in this country is going steadily into new channels of consumption. Crop reports from the Province of Chantung, China, report that the excellence of this year's crop is beyond imagination. Purchases of peanut oil for November-December shipment from the East have been on a larger scale all around.

Industrial Chemicals

Readjustments in the group of industrial chemicals utilized by the soap-making trade have been conspicuous chiefly because of the desire on the part of holders to bring prices down to levels which will attract. Leading producers of alkali products, in their efforts to clean house as rapidly as possible, have readjusted 1921 contract prices to the point where profits are shaved to a bare living profit. The continuance of tight money conditions has played havoc with a large number of second-hand interests, particularly those in caustic soda, and soda ash. It is to be remarked that when cost of labor, fuel, transportation and other overhead are taken into consideration, caustic soda at 34 cents basis and soda ash at \$1.82½ basis, 48 per cent must appear in an attractive light. In the general group of potash salts, soap-makers' descriptions of carbonate are down about 2 cents, and this concession has stimulated buying to no little extent. An easier position also appears in caustic potash, which has been cut to the extent of about 5 cents in the effort to stimulate greater activity. A very dull and listless appearance has been seen in the market for sulphuric acid, the only feature being the general volume of material which has been moving out on standing contracts. Contracts on borax stand unchanged at 8¼ to 8½ cents, although reports in the trade have it that larger quantities are moving into the hands of soap manufacturers. Most prominent interests are not bearish on the position of industrial chemicals, as there is now a general feeling that readjustment has progressed to a point where spot values are positively attractive.

Market in Bulgaria for American Soap.

According to the most recently published official list of articles the importation of which is permitted by the Bulgarian Government, laundry soap may be imported into Bulgaria. All soaps imported under this permission must contain fats to the extent of at least 70 per cent. During the year 1919 some 4,500,000 pounds of such soap were imported into Bulgaria. The Sofia Chamber of Commerce asserts that there is a good market for laundry soap at the present time. Only the better qualities are desired.

Enlarging Canada's Alkali Production

Brunner, Mond, Canada, Ltd., propose to enlarge the capacity of the large alkali products plant at Amherstburg, Ont. Construction work has been started to provide additional facilities for producing more soda ash and other alkalis for the growing requirements of the Canadian market. The new unit is situated on the west side of the original plant.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

TALLOW

(Written Specially for This Journal)

The general drop in nearly all commodity-prices during the past month has had its effect upon all fats; and, aided by disgruntled holders of tallows and greases in the middle west and western points who hurried to unload their accumulations, has resulted in a breakdown, weakening of prices generally and everywhere; New York Special tallow falling to 7½¢ per lb. the lowest thus far.

Soap manufacturers still complain of dullness of business and inability to market their products in fair-sized lots; due largely to the desire on the part of retailers to reduce stocks on hand; a frame of mind going far towards a paralysis of trade; and—at least for the moment—indicating that the decline has not ended. While undoubtedly the consumption of soap is much the same as usual at this season of the year; nevertheless the additional quantities of oils and fats available for the soap kettle which usually have gone into use for technical purposes other than for soap has aggravated the situation.

However, a resting place in this decline is bound to arrive; and the previous abrupt declines in New York Special tallow of ½¢ per pound between sales, have been followed by the ¼¢ decline from the previous basis to the price of today's sale 7¾¢, and it looks as if further declines, if any, will be in fractions of ¼¢ or possibly ⅛¢ between sales showing that we are near the bottom.

For the remaining six weeks of this year, it is quite possible that enough renderers of tallow and grease may find it necessary to sell their products as fast as made, thus delaying any considerable upward reaction; but prices have reached a point that should offset the lessened demand, etc.; any further decided break in prices being bound to produce a smaller production, due to the fact that labor, coal, and overhead costs are now out of proportion with present prices of goods.

November 16, 1920.

TOBIAS T. PERGAMENT.

GLYCERINE

(Written Specially for this Journal.)

Shortly after our letter of October 18 the chemically pure glycerine market began to feel the pressure of the depression in trade generally, and also the influence of the decline in other grades; the price was officially reduced to 27½¢, then 27¢, and finally, at the end of last week, it was put down to 24¢. The market has been subject to the same lack of demand, which has prevailed for other articles, and cutting of the price will hardly stimulate buying. While present conditions and prospects are far from promising, nevertheless, we feel that the worst is over, and that any change will be for the better, although we look for very slow improvement and possibly it will be months before we will get back to anything like a normal demand, and a betterment of prices. Present conditions represent a world-wide unsettled state of affairs, and a slowing down, at this time, is probably the best thing

that could happen; gradually, order will be restored, a good consumptive demand will set in, and values will get back to their proper level, but, as before indicated, it may be six months until this occurs.

November 15, 1920.

W. A. STOPFORD.

VEGETABLE OILS.

In keeping with the spirit of the times, practically all items of any consequence on the vegetable oil list show fresh liquidation and prices have been established on a new low basis for the movement. In only a few isolated instances has demand in any quarter of the market been other than inactive. Vegetable oil people have talked improved volume of business on the appearance of some soap-making interest. The buying of copra has been comparatively small, although reports have it that foreign countries are absorbing greater quantities of this material than

(Continued on preceding page)

SOAP MATERIALS.

Tallow and Grease.

Tallow, New York, Special 8c. Edible, New York, 10½¢. Prime Packers, Chicago, —@—c. Edible, Chicago, —@—c. Yellow grease, New York, 5¼@6½¢. Brown grease, New York, 4½@5½¢. Yellow grease, Chicago, —@—c. Brown grease, Chicago, —@—c.

Rosin—Savannah, Nov. 16-20.

Common to good, \$12.45	I	12.45
D	K	12.45
E	M	12.45
F	N	12.45
G	W. G.	12.45
H	W. W.	12.70

Starch, Pearl, per 100 lbs.	\$3.33
Starch, powdered, per 100 lbs.	3.43
Stearic acid, single pressed, per lb.	16½¢
Stearic acid, double pressed, per lb.	17c.
Stearic acid, triple pressed, per lb.	17½¢
Glycerine, C. P., per lb.	23 @24c.
Glycerine, dynamite, per lb.	19 @19½¢
Soap lye, crude, 80 per cent, loose, per lb.	11 @11½¢
Soap lye, saponification, 80 per cent., loose per lb.	12½@13c.

Oils.

Coconut, edible, per lb.	17c.
Coconut, Cochon, Dom., per lb.	15 @15½¢
Coconut, Ceylon, Dom., per lb.	15¼@15½¢
Palm, Lagos, per lb.	10¼@10½¢
Palm, Niger, per lb.	9¼@9½¢
Palm, kernel, per lb., nominal.	15 @15½¢
Cotton, crude, per lb., f. o. b. mill.	\$7.55
Cotton, refined, per lb., New York.	10.71
Soya Bean, per lb.	14½@15c.
Corn, crude, per gal.	11½@11¾¢
Corn, refined, per lb.	15½¢
Castor, No. 1, per lb.	14 @15c.
Castor, No. 3, per lb.	11 @12c.
Peanut, crude, per lb.	9½@9¾¢
Peanut, refined, per lb.	17c.
Olive, denatured, per gal.	\$2.95@3.00
Olive Foots, prime green, per lb.	11 @13c.

Chemicals.

Soda, caustic, 76 per cent, per 100 lbs.	\$4.15@4.25
Soda Ash, 58 per cent, per 100 lbs.	2.00@2.25
Potash, caustic, 88@92 per cent, per lb., f. o. b. Works	18c.
Potash, caustic, 70@75 per cent, per lb., f. o. b. Works	17 @19c.
Potash, carbonate, 80@85 per cent, per lb. New York	18c.
Salt, common, fine, per 100 lbs.	nominal
Sulphuric Acid, 60° per cent, per ton.	\$14.00@16.00
Sulphuric Acid, 66° per cent, per ton.	19.00@21.00
Borax, crystals, per lb.	8¼@8½¢
Borax, granular, per lb.	8¼@8½¢
Zinc Oxide, American, lead free, per lb.	9½@10c.

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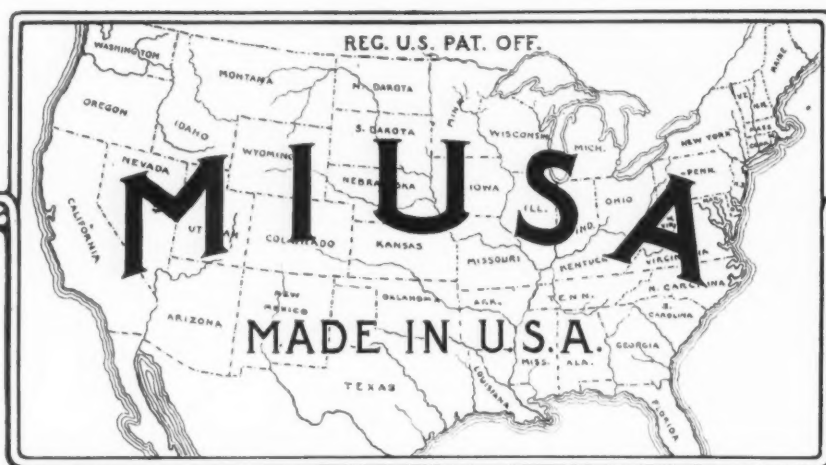
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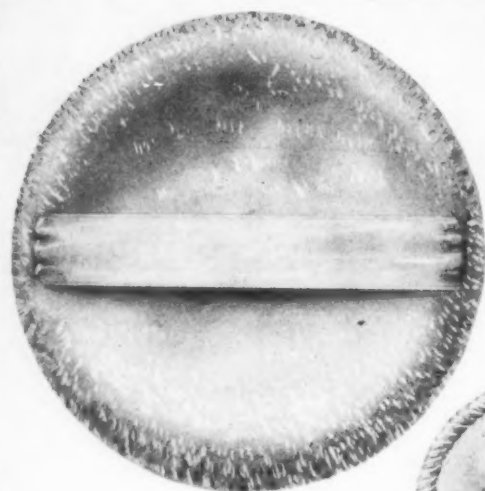
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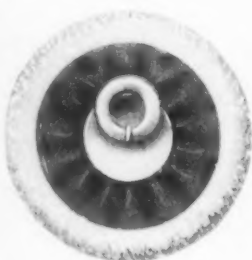
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A stylized, cursive signature of 'A. Quartin' with a large, flowing loop at the end.

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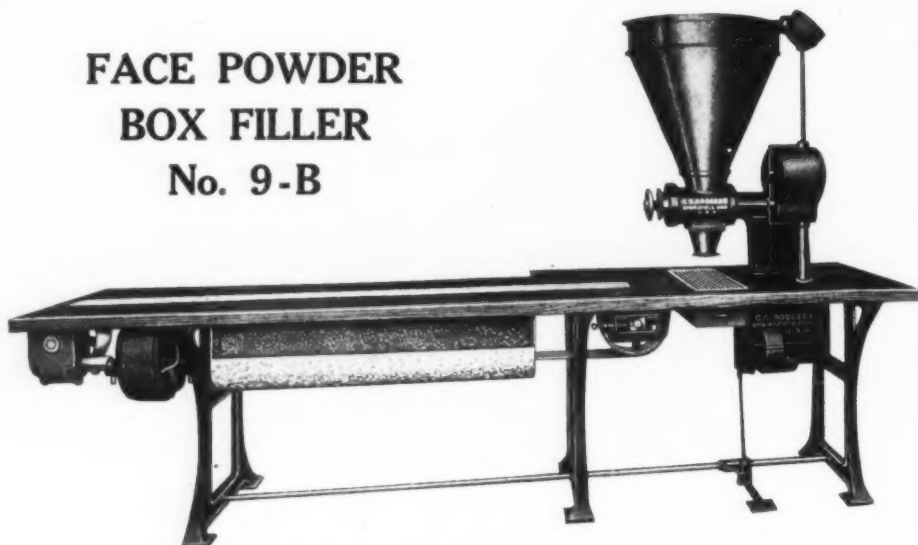
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" 3	$\frac{3}{4}$ "	" 6	$1\frac{1}{2}$ "
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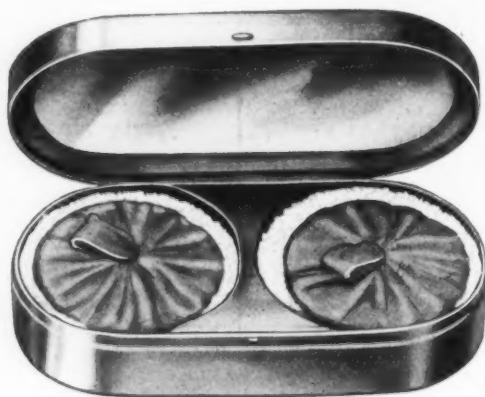
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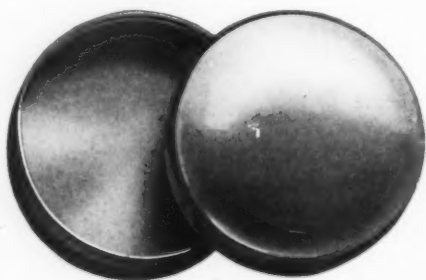
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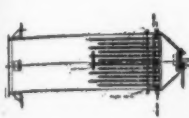


PLAIN SLIP COVER

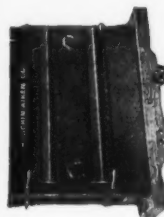
Makers of
Metal Novelties



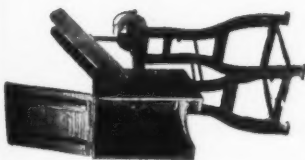
HINGED COVER WITH MIRROR



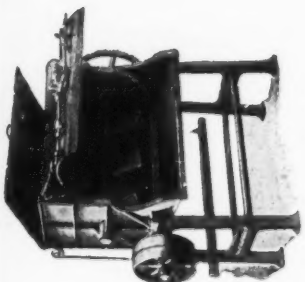
ACME Remelter.



STANDARD Soap Frame.



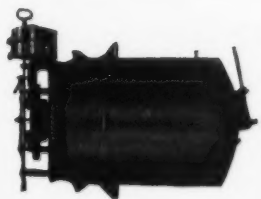
Soap Chipper.



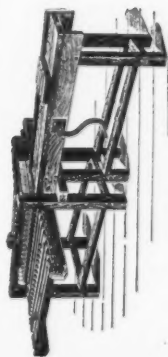
IDEAL Amalgamator.



HORIZONTAL Cutter.



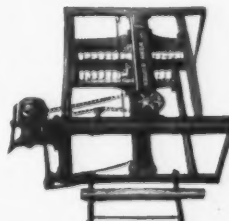
PERFECTION Cutter.



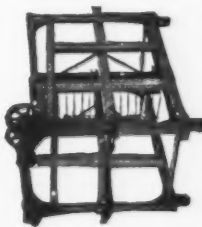
DOUBLE RACK Cutter.



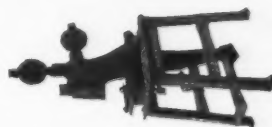
AIKEN Power Cutter.



AIKEN Power Slabber.



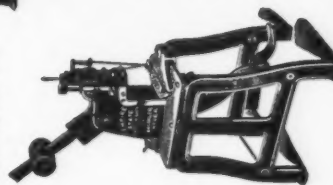
CHAMPION Slabber.



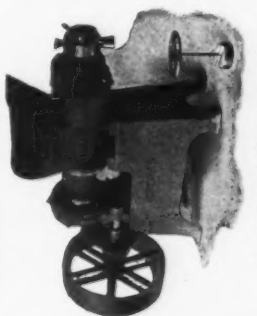
No. 4 Soap Press.



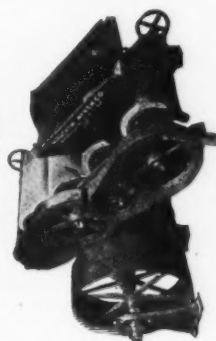
Soap Dies.



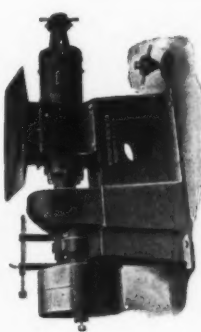
EMPIRE STATE Soap Press.



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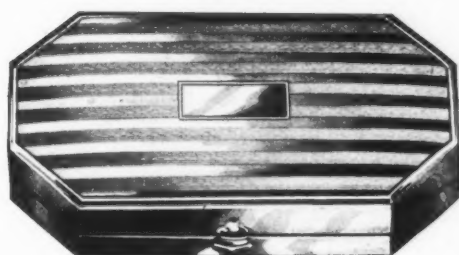
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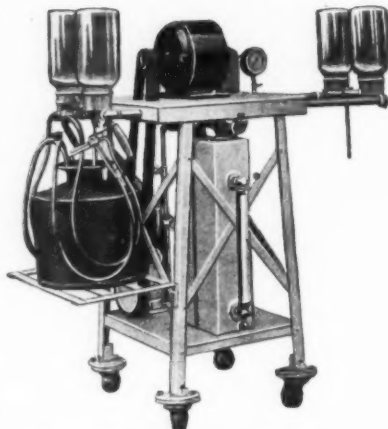
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FRENCH PERFUMES

are perfumes actually made and imported in their finished form in the United States. The reputation of the maker is the best guarantee of an actual FRENCH PERFUME. The trade is warned that many unscrupulous manufacturers of perfumes in the United States use the word PARIS on their labels in a false or misleading sense to give the impression that their product is a FRENCH PERFUME.

THE PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES, comprising the leading importers of genuine FRENCH PERFUMERY, intends in the future to proceed vigorously against any misuse of the word FRANCE or PARIS on perfumery labels in the United States. One action of this character has already been brought and a preliminary injunction granted. A copy of Judge Hand's order in the U. S. District Court for the Southern District of New York, filed April 7, 1920,

in the case of Coty v. F. H. Smith trading as Miro-Dena is herewith reproduced. It is intended to take similar action in the future against any others misusing the word PARIS on their labels. The trade is cautioned to see that perfumes labeled PARIS or FRANCE and sold as imported perfumes are genuine imported goods.

UNITED STATES DISTRICT COURT,
SOUTHERN DISTRICT OF NEW YORK.

FRANCOIS JOSEPH DE SPOTURNO COTY,
Plaintiff,

—against—

FREDERICK K. SMITH, doing business
as MIRO-DENA,

Defendant.

F 17-140

This cause having come on for further argument at the March term of this court, and having been argued by counsel, upon due deliberation thereof it was

ORDERED, ADJUDGED AND DECREED that the Order entered herein on the 18th day of March, 1920, be modified to read as follows:

ORDERED, ADJUDGED AND DECREED that an injunction be issued under the seal of this court restraining Frederick K. Smith, his demonstrators, agents, salesmen, servants and employees and all persons acting through and under him or in privity with him:

1. From selling any perfume under the name "L'Orea," or any perfume in bottles and cases similar in appearance to those of the plaintiff's "L'Origan"; from selling any perfume in bottles and cases similar in appearance to those of the plaintiff's "La Rose Jacqueminot"; from selling any perfume in bottles and cases similar in appearance to the plaintiff's "Lilas Pourpre"; from using the word "Paris" upon his perfumes except with the words "Blended in New York" in immediate juxtaposition to the word "Paris" and of equal size. The defendant may sell perfume other than of rose odor in bottles similar to those in which he sells "La Rose d'Amour," provided it be sold in a case of different appearance than that of the plaintiff's "La Rose Jacqueminot." Defendant is in addition enjoined from representing any of his perfumes as made in France.

LEARNED HAND, D. J.

Filed April 7, 1920.

PERFUMERY IMPORTERS' ASSOCIATION OF THE UNITED STATES

B. E. LEVY, President.

W. G. WALKER, Secretary.

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Benzyl Formate	Honey Arome	Phenyl Acetic Aldehyde
Benzyl Propionate	(Base for Honey Essence)	Phenyl Ethyl Alcohol
Benzyl Valerianate	Hyacinthin 100%	Phenyl Acetic Acid
Bergamil (3 Owls Brand)	(Extra fine Bromstyrol)	Phenyl Acetic Acid Methyl
Bromstyrol	Iso Safrol	Phtalol Ester
Cinnamic Acid	Jasmin Artificial M. M.	Rhodinol Citronellol
Cinnamic Alcohol	(True odor of Jasmin flower)	Rose Schiras
Cinnamic Aldehyde	Lilacine	(Artificial)
Cinnamate Methyl	(Base for Lilac)	Rose 1223
Cinnamate Ethyl	Linalool	(red)
Centaflor	Linalyl Acetate	Terpineol c. p.
(Lily Base)	Methyl Anthranilate	Terpineoline
Cinnamein	Methyl Benzoate	(For Soap Manufacturers)
(Oil Balsam Peru)	Methyl Heptin Carbonate	Terpin Hydrate
Ellacin (3 Owls Brand)	(Violet Leaves 100%)	Terpenyl Acetate
Fenarom (3 Owls Brand)	Methyl Valerianate	Violet 100%
Fixat Ibu (3 Owls Brand)	Methyl Violet	(True to the Flower)
Fixaton (3 Owls Brand)	Musk Artificial	Violet Alpha, Etc.
Geraniol Pure	Nerolin Crystals	Wax Bees Aroma
Geraniol Palmarosa	(Yara Yara)	Zivet Artificial

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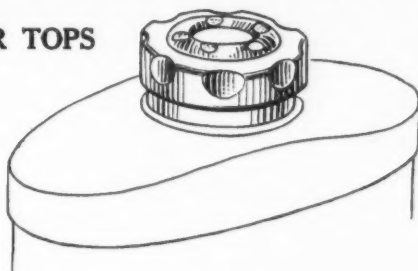
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DAYTON, OHIO

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PERFECTED SIFTER TOPS

WILL NOT LEAK



PATENTS PENDING



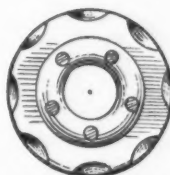
Perfumers will appreciate the advantages of this perfected sifter top.

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The tops will not leak.

The odor is held in the cans longer.



The cans reach your customer in good condition—not smeared up with sifted talcum.

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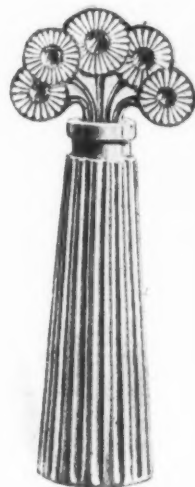
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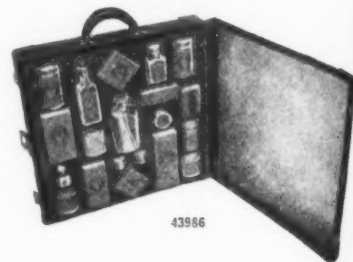
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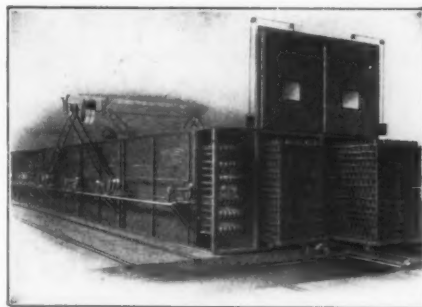
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PROCTOR SYSTEM SOAP DRYER for all kinds of laundry bar soap. The bars of soap are taken direct from the cutting machine and loaded on trucks which are automatically run through the dryer. The soap is surface-dried perfectly without undue loss of weight, and in a remarkably short time.

Drying Capacity Is Guaranteed

There is nothing to be gained by hesitating to put in a Proctor Dryer, because the machines are installed in all parts of the country, where you can see them and talk to the operators.

We send an expert to your plant without any expense to you or putting you under any obligation. He will recommend the size and type of machine required to dry your product.

When you install a Proctor Dryer it is put in under an iron-clad guarantee to handle a certain amount of stock.

PROCTOR and SCHWARTZ, Inc.
Formerly Phila. Textile Mach. Co.
PHILADELPHIA, PA.

Chicago
Charlotte

Hamilton, Ont., Can.

New York
Providence

Proctor DRYERS

Patented { 1,270,739 June 25, 1918
1,299,191 April 1, 1919

ALL THE RAW MATERIAL FOR TOILET CREAMS

WHITE WAX

STEAROL

LANOLIN

COLD CREAM OILS

Laboratory Specialties

ZINC STEARATE

ZINC OXIDE

U. S. P.

Lily Brand

LARGEST PRODUCERS IN THE WORLD OF

PLYMOUTH STEARATITE

(SUPERIOR TO ALL OTHER STEARATES)

AS

**A WHOLESOME IMPROVER FOR
FACE AND TALCUM POWDERS**

SPECIAL PERFUMES for CREAMS and TALCUMS

TRUE IMPALPABLE RICE STARCH
(POUDRE DE RIZ)

Exports—M. W. PARSONS—Imports

and

Flymouth Organic Laboratories

New York

GEORGE SCHMITT & CO. INC.

SUCCESSORS TO

SCHMIDT & CO.

Art Lithographers and Printers

ESTABLISHED 1874

PERFUME LABELS, CARTONS
AND DISPLAY SIGNS
OF EVERY DESCRIPTION
OUR SPECIALTY

GRAND & FLORENCE STS.

BROOKLYN, N. Y.

LIP ROUGE STICKS

Manufactured and Designed for the
Exclusive Perfumer

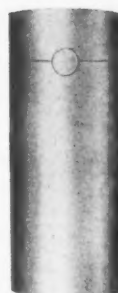
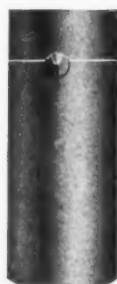
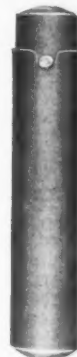
Made in Enamel, Sterling Silver and French Gilt—Plain and Engine Turned

Novelties Restricted to House
for Whom Created

Ralph W. Wilson

8 West 40th Street

New York City



Vanderbilt 4686

BOOTH & BOOTH

398 Tenth Street

Brooklyn, N. Y.

CONSULTING CHEMISTS AND PERFUMERS

Modern formulae furnished for any toilet preparation.

Expert advice on perfumes, creams, dentrifices, pharmaceuticals, etc.

All work strictly confidential.

MODERATE CHARGES

TELEPHONE:

SOUTH 4543



35 LOCUST AVE.

PRETTY SOFT!

To be able to fill collapsible tubes without first having to clean them out, Peerless Tubes are clean tubes, carefully built, attractively decorated and moderately priced. May we prove it?



BLOOMFIELD, N. J.

COLLAPSIBLE TUBES OF PURE TIN

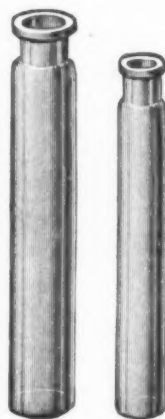
The most convincing advertisement of a good preparation is a free sample in a half-inch tube. We specialize in decorated sample-size tubes.

PENNSYLVANIA COLLAPSIBLE TUBE CO.
WILLIAMSPORT, PA.

Doane Hage, 59 Fourth Ave., New York City, Sales Agent for the Metropolitan District

VANILLA BEANS

THURSTON & BRAIDICH
27 CLIFF STREET
NEW YORK



**MACHINE
MADE
VIALS**

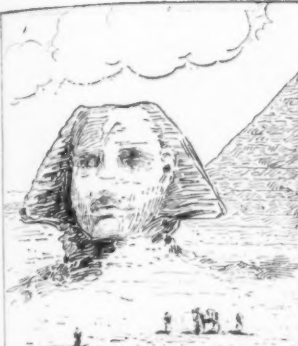
Our vials are especially adapted
for the perfumery trade.
Write for prices.

KIMBLE GLASS CO.

VINELAND, N. J.

CHICAGO, ILL.

NEW YORK, N. Y.



- DEMAND -
TRADE MARK
HOPKINS
EGYPTIAN HENNA
POWDERED
SUPERIOR TO ORDINARY HENNA
J. L. HOPKINS & CO.
 100 WILLIAM ST., NEW YORK

ROLLING MASSAGE CREAM

GUARANTEED QUALITY AT THE RIGHT PRICE

GUARANTEED TO GIVE PERFECT SATISFACTION. ROLLS QUICKLY; WILL NOT BURN OR PUCKER THE SKIN; LEAVES THE FACE LIKE VELVET; FREE FROM LUMPS; DOES NOT STAIN THE TOWELS; DELIGHTFULLY PERFUMED. PUT UP AS YOU WANT IT, IN BULK OR UNDER YOUR OWN LABEL.

MAY WE SERVE YOU?

WRITE FOR SAMPLES AND PRICES

"KOLAB"
DEPT.

COMMERCIAL LABORATORIES, Inc.

NEWARK
NEW YORK

INCREASE

Your SALES and PROFITS

Make

Dependable Perfumes with 60% alcohol.

Toilet Waters with 25% alcohol.

By using

Quintex Soluble Flower Oils

In all the Standard Odors

The success of your Toilet Preparations depends upon the Odor.

For Powders, Creams, etc., we recommend

Quintex Bouquet No. 9

A sweet, diffusive, adhesive odor.

Soluble Oils of Bay and Eau De Quinine.

Soluble Lemon and Orange Concretes for
Flavors and Soda Fountain Syrups.

QUINTEX MFG. CO.

1315 S. Wabash Ave.

CHICAGO, ILL.

SHAMPOO BASE

A strictly pure, neutral, cocoanut oil
potash, base made expressly for shampoo
purposes. Write for samples and formula.

WHITE MINERAL JELLY

For cold cream, camphor ice, etc. Write
for sample of our Superfine. You will be
surprised.

PETROLATUMS

All grades.

SELECT CREAM OIL

For cold cream. Stands tests for low
acidity and carbonizable matter.

TAR SHAMPOO BASE

For making tar shampoo. Ask for formula.

Samples on application.

PENNSYLVANIA OIL CO.

173 N. Green Street, Chicago, Ill.



VELVO

FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles—process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00

Packing Charges Extra.

L. REUSCHE & CO., 12 Barclay Street, New York City

EST. 1881

S P O T

BENZYL BENZOATE

HIGH GRADE TECHNICAL

American Chemical Products Co.

ROCHESTER, NEW YORK



Vials; 1/4-2 dr.

FOR PERFUME SAMPLING

We specialize in miniature glass containers for perfumers, essential oil importers, etc.

You can depend on capacities as stated. Investigate our small ampoules.

DURAND-KOERING GLASS CO., INC.

Vineland, N. J.



Ampoules, 1-5 CC.

Phenyl Ethyl Alcohol, \$30.00 per lb.

One-half ounce will be mailed for 50c. in stamps.

American Beauty Rose, \$20.00 per lb.

A finished product, add nothing to it to make a finished perfume or toilet water.

Soluble in 80% cologne spirits.

Use two to eight ounces to make one gallon of perfumes and toilet waters.

Six drams will be mailed for 50c. in stamps.

O. C. BOWERS & COMPANY

Manufacturing Chemists

Oklahoma City

Oklahoma, U. S. A.

LIQUID SHAMPOO

SHAMPOO PASTE

LIQUID SOAP

LIQUID SOAP BASE

All our Products are made of the very best raw materials obtainable, being all pure coconut oil, potash Soaps, they are especially desirable for Liquid Soap purposes.

Samples and prices on request.

JAMES COUNTS COMPANY

5236 N. Market St.,

St. Louis, Mo.

We specialize in the manufacture of high-grade Shampoo Soaps for the toilet preparation trade.

Liquid Shampoo, Shampoo Paste, Shampoo Base, Liquid Toilet Soap

Many firms are using our Base Soap in making up their own solutions. It's a strictly pure, neutral, cocoanut oil, potash soap made expressly for liquid soap purposes.

We also make liquid Shampoo in 10 different brands and Shampoo Paste in 5 brands.

Write for samples and prices.

THE DAVIES-YOUNG SOAP COMPANY

Dayton, Ohio



**ATLAS
BRAND**

FACTORIES:
BROOKLYN, N. Y. PAVONIA, N. J.

ESTABLISHED 1851

STEARATE OF ZINC

U. S. P. AND TECHNICAL

PURE IMPALPABLE RICE STARCH

(Strictly Neutral)

No. 40 CARMINE

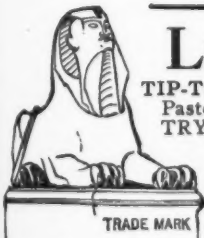
(Cochineal Color)

Manufactured by

H. KOHNSTAMM & CO.

11-13 East Illinois Street
CHICAGO

83-93 Park Place
NEW YORK



REG. U. S. PAT. OFF

Labeling Pastes

TIP-TOP PASTE POWDER. Made into a Paste with Cold, Hot or Boiling Water. TRY IT.

SPHINX PASTE—For high grade labels to glass or paper.

TINNOL—For plain or lacquered tins.

MACHINE GUM—For wood or paste-board.

CONDENSED PASTE POWDER—1 lb. makes 2 gallons snow white paste for general pasting purposes.

For further particulars write

The Arabol Mfg. Co.

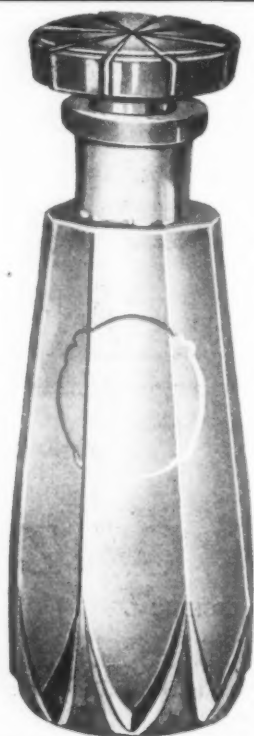
100 WILLIAM STREET

New York

Glyzzerol B

A SUBSTITUTE
FOR

C. P. GLYCERINE



BOTTLES PERFUMERS' WARE

OUR SPECIALTY

MILLVILLE BOTTLE WORKS

MILLVILLE, N. J.

GEO. N. HANNA

108 FULTON ST. - - NEW YORK

I. D. FADEN

CHICAGO REPRESENTATIVE

208 N. Wills St.

Room 302

The large addition to our factory will
be in full operation early in September

HUMMEL & ROBINSON

26 Cortlandt Street

NEW YORK

REFINERS of



LANOLIN, U. S. P.

HYDROUS
ANHYDROUS

for pharmaceutical purposes, salves, ointments,
toilet creams.

CRUDE LANOLIN
NEUTRAL WOOL FATS

for technical purposes.

THE TWITCHELL PROCESS

THE STANDARD METHOD OF
DEGLYCERINIZING
THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.

CINCINNATI, OHIO

TUBES

PURE TIN
DECORATED

OR PLAIN

MADE RIGHT
SHIPPED RIGHT

GEORGE K. DILLER

Sales Agent Wheeling Stamping Co.

90 WEST BROADWAY
NEW YORK

SETHNESS COMPANY

Manufacturers

Burnt Sugar Coloring
"Caramel"

DISTILLERS OF

OLEO
RESINS
OF

Orris
Ginger
Lovage
Capsicum
Celery
Coffee
Horehound
Vanilla

EXTRACT MAKERS HEADQUARTERS
ESSENTIAL OILS AND FLAVORING
MATERIALS

718-720-722-724 N. Curtis St., CHICAGO

ALBION SILKY CORDS and COTTONS

FOR TYING

PERFUMES
ESSENCES

and

TOILET PREPARATIONS

ARTISTIC AND INEXPENSIVE

Manufacturers

THE ALBION SEWING COTTON CO., LTD.

FAWLEY MILLS, TOTTENHAM HALE

LONDON, ENGLAND

Nadal, Desparmet & Cie

NANTERRE, FRANCE

Synthetic Perfume Bases

INDOL

Aldehydes and Alcohols

Purest Bases for Lily, Rose, Violet,
Lilac, Etc.

Mousse de Chêne Absolue

National Gum & Mica Co.

Sole U. S. & Canada Agents

12 West End Avenue

NEW YORK CITY



HIGHEST QUALITY
IN SOLID OR POWDERED FORM

STEARIC ACID

HARD, WHITE, ODORLESS

RUB-NO-MORE-CO.

FT. WAYNE, IND.

Phenyl Ethyl Alcohol Phenyl Ethyl Acetate Rhodinol Extra

Superior quality
Spot delivery
Attractive price

Manufactured by

GABRIEL RAPHEL

La Courneuve, France

Sole Agents

MATHESON & ATKINSON

354 4th Ave.

New York

Phone—Mad. Square 4065



EXTRA STRENGTH SYNTHETICS

Without Sacrifice of Quality

**NEROLI SYNTHETIC
JASMIN SYNTHETIC**

SAMPLES FURNISHED

H. C. RYLAND

Importer and Exporter

284-6 PEARL ST. NEW YORK

PERFUMERS' METAL SPECIALTIES

Lithographed and plain Brass Rouge Boxes
Lithographed and plain Metal Boxes and
Caps

Aluminum Boxes and Caps — Aluminum
Rouge Placques

Powder and Tube Filling Machinery
Collapsible Tubes and Sprinkler Tops

McBRADY BROS. SALES CORP.

8 S. Dearborn St., Chicago

Factory Representatives and Commercial Brokers

Collapsible Tin and Lead Tubes

Plain and Decorated

Sprinkler Tops

Essential Oil Cans, Screw Caps

WRITE FOR SAMPLES AND PRICES

CONSOLIDATED FRUIT JAR CO.

NEW BRUNSWICK, N. J.

SYNTHAROM CHEMICAL CO.

208 Pearl Street

Phone: John 5085

New York

MANUFACTURERS OF SYNTHETICS

**PHENYL ACETIC
ALDEHYDE****100% PURE**

(Free from Styrol)

Strong, Clean, Flowery Odor

A. ALEXANDER

453 19th Street, BROOKLYN, N. Y.

**Consulting Chemist
Efficiency Engineer**

Formulae furnished for the manufacture of Perfumes and Toilet Preparations. Manufacturing Plants planned and equipped.

Special advice on the manufacture of Tooth Paste, Shaving Cream, Soap Base, Liquid Shampoo, Hair Coloring and Dyes, Compact Rouge and Face Powder, Lotions, Toilet Creams, Greaseless and Cold, Rolling Massage and all Pharmaceuticals.

CHARGES MODERATE

Telephone, South 1307

**Paper
BOXES***that's
all*

*That same standard
of quality which long
ago designated us
as leaders in the
Art of Fine
Box-making
is to-day, as
then, our chief
consideration.*

Wm. Buedingen & Son.NEW YORK
WOOLWORTH BUILDING
KARL VOSSROCHESTER
CANAL STREET
MAIN OFFICE & WORKS

SCHMOLLER & BOMPARD

GRASSE, FRANCE

LEADERS IN NATURAL PERFUME MATERIALS OF SUPERIOR QUALITY

OFFER

BASILICUM
JONQUILLE
ROSE

CASSIE
MIMOSA
TUBEROSE

IRIS
ORANGE
VIOLET de PARME

JASMIN
RESEDA
VIOLET LEAVES

NATURAL FLOWER CONCRETES

POMADES

PURE FLOWER ESSENCES ABSOLUTES

FLOWER CONCRETES SOLUBLE

NATURAL LIQUID FLOWER OILS, Non-Alcoholic

OIL NEROLI PETALE, LAVENDER, GERANIUM over ROSES, etc.

Samples submitted upon request. Address all inquiries to

Sole U. S. and Canadian Representatives

COMPAGNIE DUVAL

32 Cliff Street

New York

Benzyl Benzoate

100% Ester

Water white, odorless, free from chlorine

NELSON CHEMICAL WORKS, Inc.
WOODHAVEN, LONG ISLAND, NEW YORK

Telephone: DECATUR 7723

**EVERGREEN CHEMICAL CO.**

Established 1898

171 BROADWAY, NEW YORK*Exclusively, Blended Conc Flower Oils and Colors for Manufacturers of Toilet Preparations*

ECCO OILS

FOR COLD CREAM

Rose "E", \$26 a lb.
 Rose No. 44, \$18 a lb.
 Either one, 4 ozs. to 100 lbs.

GREASELESS CREAM

Lilac, No. 100, per lb., \$9
 Lily "A", per lb., \$13.50
 4 to 6 ozs. to 100 lbs.

FACE POWDER ODORS

in very large variety

Lilas de France per lb., \$26

$\frac{1}{2}$ oz. to gallon, 50% Spirits, for a
 fine Lilac Water

Quinine F, per lb., \$7

 $\frac{3}{4}$ oz. to gallon, 50% Spirits

Write for price lists, also Booklet of Toilet Requisite Formulae, and if
 you have any difficulties to overcome, let us know, we may be able to help
 you out.

ECCO OILS



U. S. P.



190°

COLOGNE SPIRITS

Our present method of chemical control in distillation has completely eliminated aldehydes from EVERCLEAR Cologne Spirits, and guarantees an absolutely uniform, neutral and odorless spirit, particularly recommended to the Perfumer.

SHIPPED IN EITHER BARRELS OR STEEL DRUMS.

THE AMERICAN DISTILLING Co.

1006 SOUTH STATE STREET
 CHICAGO, ILLINOIS

DISTILLERIES
 PEKIN, ILLINOIS

491 WASHINGTON STREET
 NEW YORK, N. Y.

DONALD WILSON

SYNTHETICS
CHEMICALS
ESSENTIAL OILS



FOR TOILET SOAPS
PERFUMES
TOILET ARTICLES

80 JOHN STREET, NEW YORK

HENNA LIQUID SHAMPOO

HARRAL SOAP CO., Inc.

132 Havemeyer St.
BROOKLYN, N. Y.

Imperial Metal Manufacturing Corporation

81-83-85 Sunswick Street
Long Island City, N. Y.

Manufacturers of
**The Imperial Leak Proof
Sprinklers**

"Patented July 7th, 1914."

Silt Edge
Trade Mark

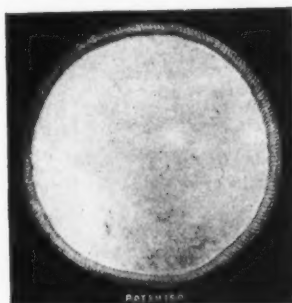
Silt Edge Puff
Trade Mark

ARE THE ACME OF PERFECTION

Soft, thin and dainty. Made of hygrade cloths, chamois and combinations. Best adapted for vanities and compacts. We produce millions of powder puffs annually. Quantity production enables us to quote right prices.

WE ARE WELL EQUIPPED TO MEET YOUR REQUIREMENTS.

THE FIRST AND FOREMOST MANUFACTURERS OF POWDER PUFFS IN AMERICA

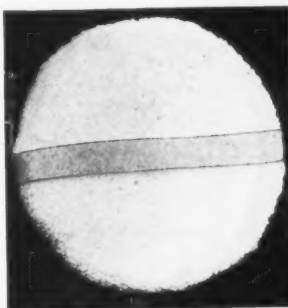


*If it's a Powder Puff or
Powder Cloth We
Make It*

MARCUS & SMITH

Manufacturers

380 LAFAYETTE STREET
NEW YORK, N. Y.



Silt Edge
Trade Mark

AROMATIC SYNTHETICS

Citral
Cinnamic Acid
Chlorstyrol
Coumarin

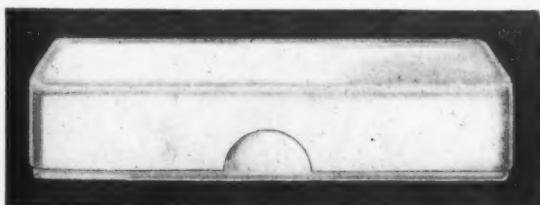
Geraniols
Iso-Eugenol
Methyl Anthranilate
Methyl Indol
Oenanthic Ether

Phenylacetaldehyde
Solventol
Vanillin
Violet Ketones

KENART SYNTHETIC PRODUCTS COMPANY

189 W. Madison St.

CHICAGO, ILL., U. S. A.



"CELLULOID" BOXES

Possess a distinctive dignity and sanitary appeal.

Our line is characterized by handsome designs and perfect workmanship.

Staple designs furnished promptly.

Special styles made to order.

We solicit your inquiries for Celluloid Containers of any description.

THE SILLCOCKS-MILLER CO.

Artificers in Celluloid

SOUTH ORANGE,

NEW JERSEY



HOW ARE YOUR GOODS TIED ?

DOES it help them sell, or not? Many manufacturers, like Palmolive and the J. B. Williams Co. (see illustration), give to their products a final touch of QUALITY by tying them with Heminway's Package Silk.

Made to match any shade of packing, not only for perfumes but for packages in general.

Samples of this silk—in five different qualities—gladly sent on request.

The H. K. H. SILK COMPANY
Dept. T

Successors to M. Heminway & Sons Silk Co.
120 East 16th St. New York, N. Y.

CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per insertion. Please send check with copy. Address all communications to PERFUMER PUB. CO., 14 Cliff St., New York.

BUSINESS OPPORTUNITIES

NEW AND USED DRUMS—GALVANIZED AND BLACK IRON, ANY SIZE AND QUANTITY, BOUGHT AND SOLD, GLUCK STEEL BARREL CO., PERTH AMBOY, N. J.

WANTED.—Procter soap chip dryer. Give price, size, condition, etc. Address B. O. No. 804, care of this journal.

WANTED.—Discontinued lines of labels, box wraps, talc cans, vials, bottles, jars. Submit samples; best price spot cash. Superior Perfume Co., 336 West 63rd St., Chicago, Ill.

SPOT

BENZYL BENZOATE

High Grade Technical

American Chemical Products Co.,
Rochester, New York.

HELP WANTED

GROWING manufacturer of toilet preparations in large Ohio city wishes chemist to make creams, powders, lotions, etc. Good salary to right man. Italian preferred. Address H. W., No. 809, care of this journal.

AGENT well introduced in the perfumery and soap trade in U. S. A. wanted by a Swiss manufactory of synthetic perfumes. Offers to Box: O. F. 1955 Z. Orell Früssli—Advertising—Zurich, Switzerland.

(Continued on page 110)

LIQUID

CONCRETES

WELL-KNOWN MAKES
ORIGINAL 1 LB.-PACKAGES
PRICES ON APPLICATION

JASMIN

ROSE

TUBEROSE

L. A. VAN DYK
Manufacturing Chemist

110 West 14th Street
New York

1114 State - Lake Bldg.
Chicago

The Debauch of Extravagance is Over

Normal conditions are being restored in every line of business. New contracts at the right figures are in order. Without boasting I want to say that I guarantee

Satisfactory Work—Fair Prices—Dependable Service

Why Not Find Out?

GEORGE J. GILLIES, *Builder of Better Paper Boxes*

268 STATE STREET, ROCHESTER, N. Y.

Special Prices on Combination Sets for November and December Deliveries
New York Office: Doane Hage, 59 Fourth Ave.

You Can Fill—

Perfumes, flavoring extracts, toilet waters, etc., on this Tray Type Vacuum Filling Machine.

30 to 65 bottles a minute.

Bottles with broken corners or pin-holes will not fill. No loss of product.

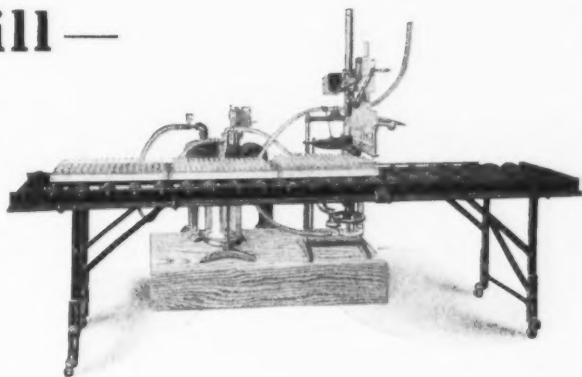
No dripping, spilling, overflowing.

This is only one type. We make the only Automatic Rotary Vacuum Filling Machine, and various sizes of hand-operated and semi-automatic vacuum filling machines, in tray types and table types.

For all kinds of liquids, containers, and capacities.

Write for details.

THE KARL KIEFER MACHINE CO., Cincinnati, O.





Effective Printing Attracts Custom

The grade of your product is often judged by the kind of cover under which it is sold.

Simple designs and elaborate colored labels can be made fully effective only by careful, well executed printing.

Write us about your needs in color or gold printing, embossing and steel die stamped work. Our service and prices will please you.

L. Kehlmann Co.

Designing, Printing, Embossing,

229 West 28th Street

New York

HELP WANTED—Continued

WANTED.—A well established manufacturer of perfumes and toilet articles; will require the services of an up-to-date Laboratory Manager. Must possess creative and executive ability. Answer must give full details. Correspondence strictly confidential. Address H. W. No. 810, care of this journal.

WANTED.—By manufacturer in Minnesota, a chemist who has had experience manufacturing toilet articles, perfumes, proprietary medicines, etc. We want a man who is qualified to get up attractive packages. Prefer a married man not younger than thirty. State experience and salary expected. Address H. W. No. 811, care of this journal.

LARGE manufacturers of toilet goods, patent medicines, etc., desire the services of an absolutely first class man able to improve their present articles and to bring out new lines. Splendid opportunity for the right man. Address H. W. No. 812, care of this journal.

SITUATIONS WANTED

EXPERT GERMAN CHEMIST with extensive experience in the manufacture of synthetic flower oils, fruit essences, etc., wishes to connect with reliable firm. Address S.W. No. 818, care of this journal.

TOILET goods salesman with very best references and over ten years' road experience intends to make change. Address S. W. No. 817, care of this journal.

CHEMIST, experienced in the analysis of essential oils and dye intermediates, the compounding of flavors and perfumes, the manufacture and rectification of essential oils and derivatives, desires permanent position. Best references. Address S. W. No. 815, care of this journal.

POSITION as New York manager or traveling salesman wanted by an experienced toilet goods salesman well acquainted with all the large buyers. G. S., 1216 Dean St., Brooklyn, N. Y.

(Continued on page 112)



ESTABLISHED 1890

FOREIGN—TALC—DOMESTIC

KAOLIN

ZINC OXIDE

MAGNESIA CARBONATE

SOAP POWDER

ZINC STEARATE

PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

IMPORTERS AND EXPORTERS

250 Front St.

New York

AMOLE PRODUCTS

Have given the trade the utmost in satisfaction for over 35 years. Selection of the highest types in raw materials combined with formulas of long proven merit enable us to supply products of a very superior quality. Full description of quality and prices on the following sent you on request.

LIQUID SHAMPOO—PASTE SHAMPOO—LIQUID SOAP—SOAP BASE—PRIVATE BRANDS OF SHAVING AND TOILET SOAPS—BULK SHAVING CREAM, TOOTH PASTE, COLD CREAM, ROSE CREAM.

AMOLE SOAP CO. TIPPECANOE CITY, OHIO



ESTABLISHED 1881

**GIO. F. SCO MARANGOLO
MESSINA
SICILY**

WE SPECIALIZE IN
**OILS OF
LEMON ORANGE
BERGAMOT
NEROLI**

SOLE AMERICAN AGENTS
FREDERICK H. CONE & CO. Inc
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PERFECT ROUGE & POWDER COMPACTS

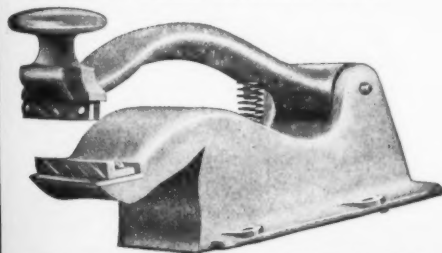
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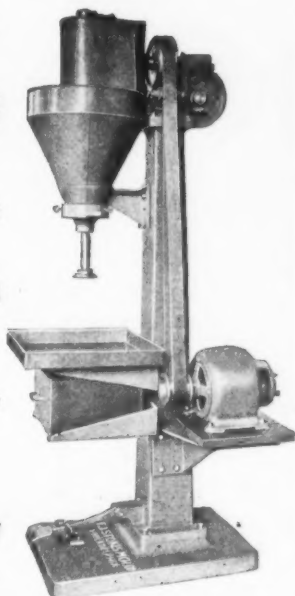
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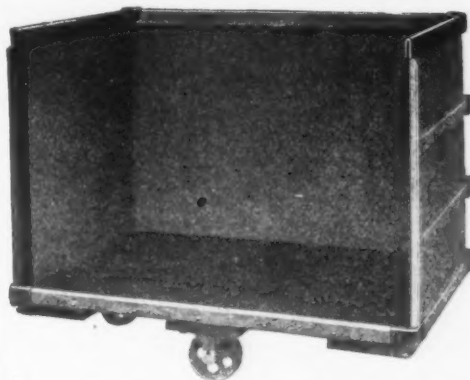
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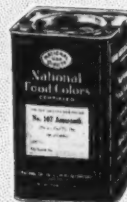
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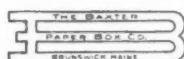
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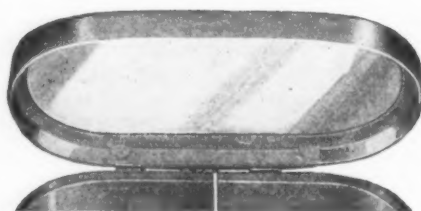


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